

GRAIN DEALERS JOURNAL

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A VITAL MESSAGE TO BUSINESS AMERICA

This is the time for every brain and hand to utilize every atom of energy, every constructive thought, every helpful suggestion that will furnish more power to the business motor.

This is the time when the generals of business must take off their coats, roll up their sleeves, spit on their hands and re-vim every department, inside and out. 100% management must register 110% and more.

This is the time when raw material men must join forces with manufacturers, without fear or favor, to keep production on an even keel, with both hands on the wheel.

This is the time when manufacturers must coordinate their interests with contractors and builders in a will to win by working together.

This is the time when wholesalers must co-operate to the fullest extent with retailers by the suggestion of better selling methods. Showing a merchant how to sell more is to show him how to buy more.

This is the time when the entire sales organization should be on the road selling prosperity, and star salesmen should not ignore the one-night stands. Beating the brush for

business is more profitable than killing time at home.

This is the time when retailers must take advantage of every legitimate means of inducing business by catering to the public needs at equitable prices for dependable goods. Business may be encouraged when it cannot be forced.

This is the time for all salespeople to remember that truth, courtesy and smiling service are the three great assets of personal success.

This is the time for all handlers of farm products to surpass all records in marketing efficiency.

This is the time when the business whiner should be ostracized, the grouch banished, the discouraged inspired.

Inertia begets inertia; every complaint imagines another.

Super-effort in the sanctum, office, factory, on the road, behind the counter, will do more to blow away the clouds of uncertainty and put business on a soundly economic basis than all the theories that ever have been or ever will be expounded.

This is the time—let's all go to work for the new era of real prosperity.

FEDERAL ADVERTISING AGENCY, Inc.
SIX EAST THIRTY-NINTH STREET
NEW YORK CITY

LITTLE ROCK

OFTEN a market is judged by the action of one of its members, no matter how long since he may have been put out of business. There is a Grain Exchange in Little Rock composed of grain men who know how to handle your business, and who have prompted fair and equitable commercial practices by members of their organization.

THESE men are endeavoring to render an ever increasing service to all grain men who deal, or who are likely to deal in the Little Rock market. This service and courtesy is yours for the mere asking. You will find it possible to receive better returns if your grain is billed to Little Rock.

YOU cannot know what opportunities await you at Little Rock until you have investigated thoroughly and given any one of the firms mentioned here an opportunity to show you what they can do. The conclusion is that you should, TODAY, write or wire one or more of the firms listed below—make your Little Rock connection now with an eye to the future.

Little Rock Grain Exchange Members

- Cunningham Commission Co.—**
Grain, corn products.
- Caple & Stockton—**
Hay, grain, feed.
- Cochran Co., H. K.—**
Grain dealers.
- Daniel Mill & Elevator Co., Joe—**
Grain, hay, feed.
- Darragh Company—**
Hay, grain, mixed feeds.
- Davis, S. P., Est. 1893—**
Grain, hay, flour, cotton seed meal.
- Farmer Wilson Co.—**
Brokers, hay, grain, mill feed.
- Gordy Co., C. L.—**
Grain brokers, hay, grain, mill feed.
- Hayes Grain & Commission Co.—**
Dealers in grain, hay.
- Munn Brokerage Co.—**
Grain, hay, mill feed.
- Niemeyer Grain Co., George—**
Grain, hay, mill feed.
- Weinmann Milling Co.—**
Grain, hay, mixed feeds.
- Wilson Co., John R.—**
Grain brokers.



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ALBANY, GA.

Bush, V. R., flour, feed, grain broker.
Georgia Commission Co., mdse. and grain brokers.
Martin & Co., Roy, broker, grain and feedstuffs.

ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*
Moore-Lawless Grain Co., cosgmts., futures, pvt. wires.*

ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.
Callaway Grocery Co., The, whole. gro., grain, feeds.
Hinton & Co., O. R., mdse. and grain brokers.
O'Farrell Brokerage Co., flour, grain, hay, mxd. fds.
Steedman, Wm. B., grain, feed broker.*
Webb Brokerage Co., grain, flour, feed specialty.
Wier Feed & Grain Co., whole. grain, feed, flour.*

ATLANTA, GA.

Commercial Exchange Members.

Brooke & Co., T. H., grain, hay, flour, c/s ptds.
Fain Grain Co., W. L., flour, feed, field seeds.*
Gregg & Son, J., wholesale brokers, grain, hay.*
Leonard & Sons, J. T., feedstuffs, mdse. brokers.
Martin, Theo. W., broker, grain, flour, hay, mxd. feed.
Smith, Edward E., broker, grain, hay, flour, mxd. feed.
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.*

AUGUSTA, GA.

Board of Commerce Members.

Clark Milling Co., dealers grain & feedstuffs.*
Cranston & Co., A., brokers, grain, hay, feed.
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.
Eve & Co., H. C., grain, grain ptds., mdse., brokers.
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.
Hinson, O. W., broker, grain, feed, flour, hay.*
Lamb & Hollingsworth, brokers, grain, flour, feed.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.*
Baltimore Pearl Hominy Co., corn products.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co., John T., grain receivers and exporters.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*
Wack & Co., Henry E., grain, hay, feeds.*

BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Beech Brokerage Co., grain, hay, millfeed brokers.*
Cosby Flour & Grain Co., W. M., gm., flour crn. ml.
Guice, Edward T., flour, grain, feed broker.
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. ptds., hay, mdse.
Morgan & Co., B. C., broker grain, feed, flour, hay.*
Ramsey & Co., J. E., mdse., grain, feed, flour broker.
Southeastern Brokerage Co., grain, hay, feed.
Sunny South Grain Co., mfrs. mxd. fd., ctn. sd. ml.
Tennessee Mill & Feed Co., feedstuffs.
Western Grain Co., mfrs. mxd. feed, crn. meal, grts.
Wood-Crabbe Grain Co., mfrs. crn. ml. grts., gr., hay.*

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.
Jaquith, Parker, Smith & Co., wheat, barley, millo.*

BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.
Ogg, C. D., mdse., grain & feedstuffs.
Taylor, C. A., grain, hay, feed broker.

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Bruso, O. A., grain—strictly brokerage.
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., barley and rye.*
Globe Elevator Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
McConnell Grain Corporation, commission merchants.*
McKillen, Inc., J. G., receivers and shippers.*
Kennedy & Co., Chas., wheat a specialty.*

BUFFALO (Continued)

Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.
Seymour-Wood Grain Co., consignments.*
Taylor & Bournique Co., grain merchants.*
Townsend Ward Co., The, consignments.*
Urmston Grain Co., grain commission.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Grain Exchange Members.

Bagley & Semmes, hay, grain and feed brokers.
Chattanooga Feed Co., grain, feed, hay, cowpeas.
Harbin, A. D., hay, grain and mill feeds.
Hood Feed Co., flour, feeds, field seeds.
Lookout Brokerage Co., grain, feeds, mdse.
Tennessee River Mfg. Co., corn buyers, corn meal mfrs.
Thomasson & Co., J. T., grain, hay, feed.
Winer Feed Co., food, feed, seed.

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Prazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Mills & Co., stocks, bonds, grain.
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.*
Perrine & Co., W. H., grain and commission.*
Pope & Eckhardt Co., grain and seeds.*
Press & Co., W. G., grain, provisions, stocks, etc.*
Quaker Oats Co., buyers of grain.
Requa Bros., wheat a specialty.
Rumsey & Co., grain commission.*
Schiffman & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Urdike Grain Co., consignments.*
Leland & Co., E. F., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.

Bingham-Scholl Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.
Mutual Commission Co., hay, grain and feed.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain & Milling Co., The, rcvrs. & shprs.*
Gates Elevator Co., The, receivers and shippers.*
Lake Shore Elevator Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevator Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.*

COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.*

COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.*
Dexter & Hamburger, grain, hay, feed, flour brokers.*
Joseph Co., Dan., grain, grain products.*
Watkins & Co., L. C., mdse. and grain broker.

CRAWFORDSVILLE, IND.

McCordle-Black Co., grain commission merchants.*

CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.
Rothschild Co., S., grain, c/s products, rice b/p.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Lyle-Taylor Grain Co., whole. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.
Best & Co., J. D., corn, oats, barley.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Denver Elevator, We buy and sell grain and beans.*
Elder Grain Co., F. W., "Always Working."
Flanley Grain Co., wholesale grain.
Gallagher Grain Co., grain merchants.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.*
Thompson Merc. Co., The, W. F., wholesale hay.
Warwick Grain Co., buyers & sellers all kinds of grain.

DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.
Central Iowa Grain Co., consignments.*
Des Moines Elevator & Grain Co., oats a specialty.
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Perrine & Co., W. H., commission merchants.
Taylor & Patton Co., corn and oats.
Tower, C. A., grain broker.

DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain, hay consignments a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DUBLIN, GA.

Barton, J. W., commission merchant.
Farmers Co-op. Elev. & Mills, grain and feed.*
Peacock, R. T., broker.
Pope, J. T., flour and corn miller.
Smith Brothers, brokers, mdse., grain, feedstuffs.*
Walker, C. L., merchandise broker.

DULUTH, MINN.

Board of Trade Members.

Mitchell Co., W. C., grain commission.*

White Grain Co., shippers all grains.*

FLOYDADA, TEXAS.

Marshall Grain Co., shippers of milo.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

FRANKFORT, IND.

McCordle-Black Co., grain commission merchants.*

GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, fr., mdse.

Gadsden Brokerage Co., feed, fr., hay c/s ptds.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENVILLE, MISS.

Lyle & Lyle, whole. grain, hay, feedstuffs.

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.*

Gulfport Grocery Co., gro., grain, fd., fr., etc.*

Howie & Co., J. B., bkrs., grain, fd., fr., hay.*

HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.*

HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill ptds.*

Koehler-Twiddle Elevator Co., grain dealers.*

Moritz Grain Co., C., wholesale grain.*

Sexson, C. R., grain.

HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., fr.

McLain & Co., A. S., grain, feed, mdse. broker.

Merchants Grocery Co., whole. grocers, grain, fd., fr.

HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.*

*Member Grain Dealers National Association.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HOUSTON, TEX.

Beatty-Archer Co., grain brokers.*
Gulf Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Ayres Grain Co., grain merchants.*
Beyer Grain Co., consignments, mill orders.
Central Grain Co., The, buyers for mills.
Davidson Grain Co., receivers and shippers.
Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Goffe & Carkner, private wire.*
Graves & Co., T. H., grain merchants.
Hausam-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hinman-Yates Grain Co., receivers & shippers.*
Hutchinson Grain Co., grain merchants.
Hutchinson Term. Elvtr. Co., consignments.*
Kelly Milling Co., Wm., millers of hard wheat.
Jay Hausam & Company, grain merchants.
Jennings Grain Co., C. D., consignments.*
Kansas Grain Co., buyers and sellers.
Larabee Flour Mills Corp., hard wheat millers.
McClure Grain Co., J. B., buyers and sellers.*
Oswald Grain Co., dark hard turkey wheat, specialty.
Pettit Grain Co., L. H., grain merchants.
Prairie Grain Co., buyers & sellers milling wheat.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
The Security Ele. Co., receivers, shippers milo kafir.
Union Grain Co., grain merchants.

HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dlsr. gr. & gr. pdts.
Lyle & Lyle, whole grain, hay, feedstuffs.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brokerage & com.
Cleveland Grain Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Goldberg Grain Co., consignments.*
Hayward-Rich Grain Co., grain commission.*
Hill Grain Co., The Lew, commission & brokerage.
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Kinney Grain Co., H. E., receiver and shipper.*
McCord-Black Co., grain merchants.
Mezelle Grain & Bkg. Co., Carl D., grain commission.*
Merchants Hay & Grain Co., hay, grain, mill feed.*
Montgomery & Tompkins, receivers and shippers.
Shotwell & Co., C. A., grain & hay.
Steinhart Grain Co., commission and brokerage.*
Urmston Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elvtr., track buyers, sellers, gr. & sds.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.*
Brittain & Co., P. L., mer. bkrs., dlsr. hay, gr., mill pdts.
Green, R. H., whole, grocers, pdce, grain, mill feed.
Nall & Co., A. S., grain brokers.
Royal Feed & Mfg. Co., mixed feed mfrs.*

JACKSONVILLE, FLA.

Baker Co., A. S., brokers, grain, feedstuffs, mdse.
Howard Grain Co., whole, dealers grain, hay, flour.*
Hulsey-Bessent Co., hay, grain, produce brokers.
Hunt Co., C. C., brokers, grain, feed, hay, flour, mdse.
Savage & Redavats Co., merchandise & grain brokers.
Smith Co., C. E., gen'l brokers, Havana & Miami.*
Wilson & Parker Co., brokers, grain, feed, hay, etc.*

JASPER, ALA.

Aeuff, J. D., buyer white milling corn.
Robins, J. H., grain, hay, feed, flour broker.

KANSAS CITY, MO.

Board of Trade Members.

Alfalfa Grain Pkts. Co., everything in the feed line.
Beyer Grain Co., consignments.
Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Claiborne Commission Co., commission merchants.*
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dills & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Frisco Elevators Co., grain merchants.*
Goffe & Carkner, receivers and shippers of grain.*
Hall-Baker Grain Co., consignments.
Hinds Grain Co., The, receivers, shippers.*
Hipple Grain Co., feterita, kafir, milo.
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Masters Brokerage Co., H. S., flour, millfeed, grain.
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Moritz & Co., C., consignments.*
Norris Grain Co., grain merchants and exporters.
Parker Corn Co., corn, oats, kafir, milo.*
Roaben Grain Co., E. E., consignments.
Root Grain Co., consignments and futures.*
Secular Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.
Simonds, Shields, Lonsdale Grain Co., grain.*

KANSAS CITY (Continued)

Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.*
Levy & Co., R. T., merchandise and grain brokers.
Security Mills & Feed Co., mfrs. of mixed feed.*
Smith & Co., J. Allen, flour, meal, feed.*

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

LITTLE ROCK, ARK.

Grain Exchange Members.

Cunningham Commission Co., grain, corn products.*
Caple & Stockton, hay, grain, feed.
Cochran Co., H. K., grain dealers.
Daniel Mill & Elevator Co., Joe, grain, hay, feed.
Darragh Company, hay, grain, mixed feeds.*
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.*
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain-brok., hay, grain, mill feed.
Hayes Grain & Commission Co., dealers in grain, hay.*
Munn Brokerage Co., grain, hay, mill feed.*
Niemeier Grain Co., George, grain, hay, mill feed.*
Weinmann Milling Co., Grain, hay, mixed feeds.
Wilson Co., John R., grain brokers.

LIMA, O.

Gable-Paine Co., hay and grain.

LINCOLN, NEBR.

Grain Exchange Members.

Barstow Grain Co., W. T., recvrs. and shprs. all grs.
Central Granaries Co., wheat, corn, oats, rye barley.
Cummings Grain Co., M. T., grain, seed, millfeed.
Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster Grain Co., receivers and shippers.
Gooch Milling & Elvtr. Co., flour, feed, macaroni pdts.
Lincoln Grain Co., grain merchants.*
Nebraska Corn Mills, meal, pearl hominy, corn, flour.
Paul, John M., grain broker.
Western Feed Dealers Supply Co., hay, gr., millfeeds.
Wright-Leet Grain Co., receivers and shippers.

LOS ANGELES, CALIF.

Pacific Grain & C. S. P. Co., grain & c/s meal.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruechtenicht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., stores and shippers.*
Schuff & Co., A. C., specialty white mlg. corn, wh.*
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MACON, GA.

National Milling Co., mfrs. mixed feed.
Mott Brokerage Co., hay, grain, flour, feed broker.*

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.*
Brown, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Cereal Byproducts Co., everything for mixed feeds.
Clark-Burke & Co., grain and hay.*
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Delta Flour & Feed Co., flour, feed, meal, grains.
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers, grain.
Hasenwinkle, H. J., consignments.
Horton & Co., J. B., grain dealers.
International Sugar Feed No. 2 Co., mfrs. swt. mx. fd.
Jones, Lee D., grain dealers.*
Lovitt & Co., L. B., cotton seed and peanut products.
Marks & Anderson, wholesale grain, hay, mixed feed.
Memphis Milling Co., high grade mixed feed.*
National Brokerage Co., flour, grain, feed brokers.*
Mississippi Elevator Co., grain dealers, feed mfrs.*
Nessly Co., J. L., broker, com., alf. meal, molasses.*
Patterson & Co., G. E., mfrs. mixed feed, grain.*
Pense & Wyer, grain, mixed feed.*
Riverside Elevator & Warehouse, broker & houseman.
Royal Feed & Milling Co., mixed feed manufacturers.
Scruggs-Robinson Co., brok. com. mer. consignments.*
Sessum Coal & Grain Co., grain, mixed feed.*
Tate & Co., J. E., wholesale grain dealers.
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley, A. A., dealers & broker, grain and seeds.
Alley Grain Co., oats, corn, wheat, seeds.*

MERIDIAN, MISS.

Board of Trade Members.

Anderton & Co., W. A., whole brokers, gr., hay, fd.
Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pts.
George Co., The A. H., grain dlsr., mxd. fd. mfrs.*
Gibson Brokerage Co., J. A., grain & mdse. brokers.*
Harris, John H., grain and mdse. brokers.*
Hayward & Scott, grain brokers & mfrs. agents.
Lyle Grocery Co., The Tom, who, gro., grain & hay.
Lyon & Co., A. J., whole, gro., grain, feed.
Meridian Grain & Elvtr. Co., gr. dlsr., mxd. fd. mfrs.

MERIDIAN, MISS. (Continued).

Meyer Bros., wholesale groc., grain, feed.
Smith Brokerage Co., grn., gr. pdts., hay, ctn., sd. pts.*
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whole grain, feed, flr., gro.*
Snowden Com. Co., grain, hay, rice brokers.
Tutt Grain Co., J. B., grain, fd., c/s products dlsr.
Queen City Feed Co., grain, hay, flour, corn meal.
Winner-Klein & Co., whole gro., grain, feed.

MIDDLETOWN, CONN.

MILWAUKEE, WIS.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

Chamber of Commerce Members.

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Blanchard Grain Co., grain receivers.*
Blanchard Grain Co., "Always Dependable."*
Buerger Commission Co., grain and seed.
Cargill Grain Co., grain and seeds.
Donahue-Stratton Co., dlsr. grain and feed.*
Flanley Grain Co., consignments solicited.
Frank-La Budde Grain Co., feeds, grain, hay.
Fraser-Smith Co., commission merchants.
Kamm Company, P. C., grain shippers.*
Lauer & Co., J. V., grain merchants.
Merriam Commission Co., consignments.
Milwaukee Grain Commission Co., grain commission.*
Mitchell Co., W. C., commission merchants.
Mohr-Holstein Commission Co., grain merchants.*
Rang & Co., Henry, commission merchants.
Rankin, M. G., & Co., grain and feed.
Rialto Elvtr. Co., grain receivers and shippers.*
Runkel & Dadmun, grain commission merchants.*
Taylor & Bournique Co., grain merchants.*
Thayer & Co., C. H., receivers & shippers.*
Updike Grain Co., consignments solicited.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

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Benson, Quinn Co., grain commission.*
Cargill Commission Co., grain commission.*
Carter-Sammis & Co., grain commission.*
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.
Godfrey Grain Co., receivers and shippers.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Lewis & Co., Chas. E., consignments.*
Malmquist & Co., C. A., receivers & shippers.
Marfield Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Mitchell Co., W. C., grain commission.*
Poehler Co., H., grain commission.*
Quinn-Shepherdson Co., receivers and shippers.*
Scroggins Grain Co., corn and oats.*
Seidl, Frank J., all grains and feeds.
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats & screenings.*
Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.
Zimmerman, Otto A., barley and oats my specialty.

MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pdts., brokers.
Cleveland Co., Frank, bkrs. & com. merchants.
Hopper & Co., H. M., grain, mfrs., hay brokers.*
King & Co., John R., bkrs., grn., mfrs., hay, beans.
Meador & Co., W. M., mdse. & grain brokers.
Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pdts.
Suttle, J. L., grain, gr. pdts., feed, mdse. broker.*
Turner-Young Grain Co., dlsr., gr. pdts., mfrs. fd.
Vass & Co., H. P., mdse. & grain brokers.
Ziliak & Schafer Mlg. Co., grain & gr. pdts., feed.
Zimmern's Co., J., mxd. fd. mfrs., dlsr. grain & hay.

MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dlsr. in Ala. pdts.
American Mlg. & Feed Co., mfrs. crn. ml., gr. dl. fd.
Broadner Bros., grain, feed, flour, mdse. bkrs.
Cody-Craig Co., grain, feed, flour, mdse., brokers.
Hobbie Grocery Co., H. M., optrrs. "Hobbie Elvtr."*
Holland & Co., O. C., mdse. & grain brokers.
Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.
Mitchell & Co., Chas. E., dlsr., hay, grain, cow peas.
Richardson Co., O. A., grain, feed, flour brokers.
Shank & Copeland, bkrs., grain, fd., flr., hay, mill pdts.
Smith Brokerage Co., grain, feed, flour, hay.
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

MOULTRIE, GA.

Delay, A. J., flour and grist mill.
Moultrie Mill & Elvtr. Co., grain and feedstuffs.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.*
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Vincent, Chas. H., receivers and shippers.*
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Hale & Sons, J. R., receivers and shippers.*
Jones & Co., Chas. D., receivers and shippers.*
Kerr, S. S., receiver and shipper.*
Liberty Mills, flour and feed.*
Moro Mills, FLAVO FLOUR, feeds.*
Nashville Grain & Feed Co., receivers and shippers.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NASHVILLE, TENN. (Continued)

Nashville Roller Mills, self rising flour mfrs.*
Nashville Warehouse & Elev. Co., public storage.*
Neil Shofner Grain Co., receivers and shippers.*
Tate, W. R., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., corn, wheat, oats, seeds.*
Wilkes & Co., J. H., grain, flour, feeds.*
Worke & Co., R. H., grain, feed, hay.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.
Anderson & Jackson, Inc., exporters of grain.*
Barr, R. J., grain exporter.*
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.
Kalman Co., Paul R., recvrs., shprs., expts. of grain.
Langenberg Hay & Grain Co., recvrs., shprs. & expts.*
Lunham & Moore, forwarding & freight brokerage.
Matthews & Bro., Chas. R., grain & grain pdts., brks.*
Matthews Sons, Geo. B., recvrs. & shprs., feed mfrs.
Milam-Morgan Co., Ltd., recvrs., shprs., mx. fd. mfrs.
Nathan & Feltis, fwdg. agt. & expt. fight broker.*
Neumond, Inc., K. & E., dirs. & expts in feed articles.
Richeson Co., Inc., W. L., expt. shpr., fgt. bkg. & fg.*
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Rogers, James M., grain brokerage & forwarding.*
Royal Feed & Mfg. Co., mfrs. of mixed feed.
Thomas Co., James, exporters & forwarders.
Waterman & Co., J. S., gr. flour & fd. bkrs., fr. jobs.*

NEW YORK CITY.

Produce Exchange Members.
Brainard Commission Co., consignments.*
Jones & Co., M. P., buyers—quote us.*
Knight & Company, commission merchants.*
Morey, L. A., grain broker.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.
Bennett & Co., Jas. E., gr. stocks, cotton, provisions.*
Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Coyle Co., The W. H., c/s pdts., grain, hay.
Dustin Grain Co., grain, feed, seeds.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Maney Export Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
Oklahoma Export Co., grain commission.*
Okl. City M. & E. Co., grain merchants, millers.*
Rutledge Grain Co., commission merchants.*
Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.*

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Butler Welsh Grain Co., grain merchants.*
Carlisle Grain Co., S. S., consignments.*
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Holmquist Elevator Co., receivers and shippers.*
Kern Co., brokers and commission merchants.*
Leopold-Briggs Grain Co., conscientious service.*
Maney Grain Co., The, consignments.*
Merriam Commission Co., consignments.*
Miller Wilson Grain Co., receivers and shippers.*
Oswald Delaney Grain Co., consignments.*
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Stockham Grain Co., E., commission merchants.*
Taylor Grain Co., brokers.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.*
Updike Grain Co., consignments.*

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Birdsey Commission Co., mdse. and grain brokers.

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McCardle-Black Co., grain commission merchants.

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Cole Grain Co., Geo. W., receivers and shippers.*
Conover Grain Co., E. B., grain commission.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.*
McCreery & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*
Slick, L. E., consignments solicited.*
Turner Hudnut Co., receivers and shippers.*
Tyng Grain Co., commission merchants.*
Worth-Gyles Grain Co., grain commission.*

PENSACOLA, FLA.

Bonacker Bros., pkrs., gr., hay, feed, fr., c/s pdts.
Consolidated Grocery Co., whole gro., grain, produce.
Gonzales Co., The M. F., gr., hay, feed, mfrs., crn. ml.
Jones & Co., B., grain, hay, fr., mill feed brokers.

PENSACOLA (Continued)

Meador & Co., W. M., mdse. & grain brokers.
Wagenheim Co., The I. E., bkrs. mdse., gr., shorts, bn.
Wolf, I., mdse., grain, feed broker.

PHILADELPHIA, PA.

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Dunwoody Co., Ezl., flour, grain, feed.*
Lemont & Son, E. K., wheat, corn, oats, flour, feed.
McKay, Donald, grain and millfeeds.
Magee & Co., Geo. A., receivers & shippers.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Standard Hay & Grain Co., grain and hay.
Stites, A. Judson, grain & millfeed.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.
Allen & Co., H. S., grain & hay.*
Elwood & Co., H. D., hay and grain.*
Foster Co., C. A., grain merchants.*
Geidel & Leubin, grain and hay.*
Hardman & Heck, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.*
McCaffrey & Sons, Daniel, hay & grain.
McCague, R. S., grain, hay.*
Rogers & Co., Geo. E., grain & hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.
Doten Grain Co., The, grain, feed, flour.
Maine Grain Co., grain, feed and flour.
Paris Flouring Co., flour, grain and feed.*

PORTLAND, ORE.

Kerr, Gifford & Co., Inc., grain exporters.*
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Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*
Tri-State Terminal Co., general grain and bags.*

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McClelland Met'l I. & R. Co., grain lay. and feed.*

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Beveridge & Co., S. T., grain, hay, feeds, seeds.

ROME, GA.

Chidsey, Jas. B., grain, hay and feed broker.*
White Brokerage Co., grain, hay, flour.

ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain

SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whlse grain, hay, flour, feed.*

SAVANNAH, GA.

Manuey, J. E., whlse feed & grain broker.

Moore & Co., grain, hay, cottonseed pdts.

SEATTLE, WASH.

Fairbanks & Co., F. M., grain and feed.
Tilly Co., The Chas. H., seed merchants.*
Webster & Co., E. A., grain commission, oriental seeds.

SELMA, ALA.

Baker, A. E., mdse., grain, feed, flour broker.
Campbell & Co., McD., brokers gr., flr., mdx. fd., hay.
Crandell, H. F., merchandise & grain broker.
Hooper, Son & Coleman, mdse., grain, flour brokers.
Ross, Rivers F., flour, feed & grain broker.*

ST. JOSEPH, MO.

Grain Exchange Members.
Gordon-Watts Grain Co., grain dealers & brokers.*
Great Western Grain Co., buyers and sellers.*
Aunt Jimmie Mills Co., A. J., hominy feed.
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St. Joseph Hay & Grain Co., grain merchants.*

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Bushfield Grain Co., receivers and shippers.
Claiborne Commission Co., commission merchants.*
Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkner Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Marshall Hall Grain Co., grain commissions.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Corn Co., grain and grass seed.*
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Thurnau Grain & Feed Co., Arnold A., grn., fd., scrngs.*
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Turner Grain Co., grain commission.

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Claiborne Commission Co., commission merchants.*

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McCaull Dinsmore Co., commission.*
Morris Grain Co., brokers.
Rumsey & Co., receivers of consignments.*
Warwick Grain Co., consignments solicited.
Western Terminal Elevator Co., receivers and shippers.*

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Claiborne Commission Co., commission merchants.*

STERLING, COLO.

Eller Grain Co., grain, hay, feed.
Moritz Grain Co., C., wholesale grain.

TALLEDEGA, ALA.

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Bonacker Bros., brokers, grain, hay, feed, flour.
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Miller-Jackson Grain Co., grain & feed dealers.*
Spence Brokerage Co., grain, feed, alf. meal, hay.
Tampa Brokerage Co., grain, hay, flour, feedstuffs.
Quincy, Edmund B., mdse. & feedingsuffs broker.

THOMASVILLE, GA.

Burch & Son, W. H., corn millers.
South Georgia Brokerage Co., brokers.
Thomasville Elev. Co., corn, velvet beans, field seeds.

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Morehouse & Co., wholesale grain and seeds.
Southworth & Co., grain and seeds.*
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Young Grain Co., grain receivers, shippers.
Zahn & Co., J. F., grain seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

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Preston Grain & Mfg. Co., alf. meal, grain, hay, fdstfs.

TUSCALOOSA, ALA.

Eddins Brokerage Co., grain, feed, flour, mdse.
Indian Milling Co., mixed feed mfrs.
Rosenbush Brokerage Co., grain, feed, flour, mdse.
Southern Grain Co., grain, hay, mfrs., corn meal.

TUSCUMBIA, ALA.

Belser, Harry K., grain, feeds, mdse broker.
Hammerly, E. T., grain, hay, feed, seed.

VALDOSTA, GA.

Birdsey Commission Co., mdse. and grain brokers.
So. Georgia Milling Co., mfr. mxd. feed, vel. bean ml.
Valdosta Mill & Elev. Co., grain, corn meals, feeds.

VASS, N. C.

Vass Milling Co., grain, feed, flour.*

VICKSBURG, MISS.

Well & Son, R., brokers; corn, oats, meal, hay, chops.
Wilkerson, R. C., grain broker.

VINCENNES, IND.

McCardle-Black Co., grain commission merchants.

WASHINGTON, D. C.

Wilkins-Rogers Mfg. Co., Inc., receivers and shippers.

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Blood-Pickrell Grain Co., consignments, mill orders.
Carroll Grain Co., recvrs-shippers-grain, feed.*
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Clark Burd Grain Co., consignments.*
Clark Grain Co., C. M., all kinds grain and feed.
Craig Grain Co., J. W., consignments and mill orders.
Groth, Samuel C., milling wheat and feed.
Hayes Grain Co., John, Okla.-Kan., wheat for mills.*
Hipple Grain Co., consignments.
Kansas Flour Mills Co., receivers and shippers.*
Kansas Milling Co., millers and grain merchants.*
Kramar Grain Co., receivers and shippers.*
Raymond Grain Co., consignments.
Schaefer Grain Co., The, general grain dealers.*
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Wallingford Bros., receivers and shippers.*
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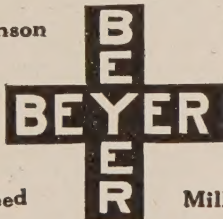
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Sioux City

Sioux Falls

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Quotation Record, Form 97A, is formed of sheets of bond paper ruled to facilitate the recording of daily market prices of different options.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday19.." Columns are provided for 4 Wheat Options, 4 Corn and 4 Oats; have space for the market hourly and at close. Closing prices for previous week are listed at top.

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—that 21,000,000 tons of freight are moved into and out of Milwaukee annually?

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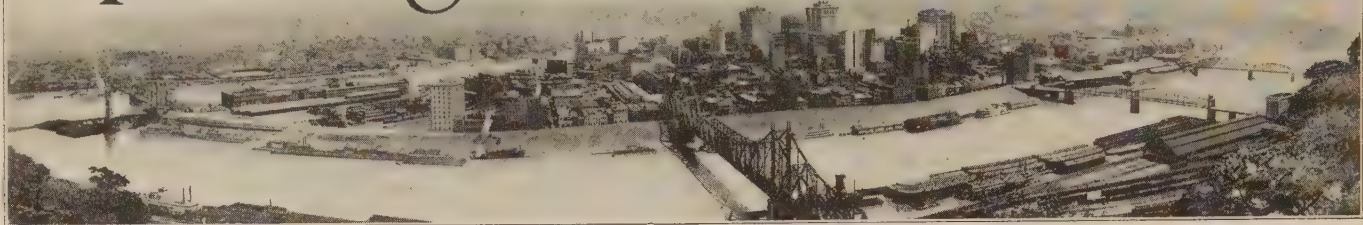
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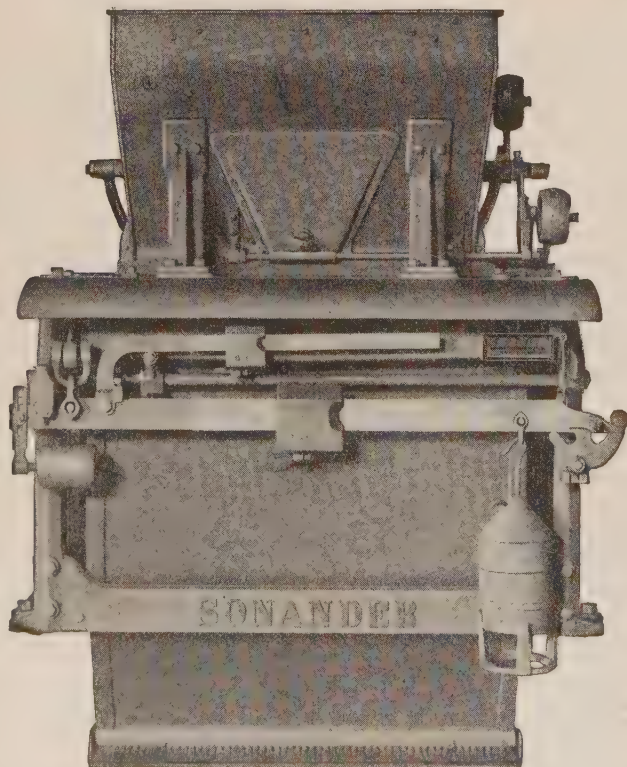
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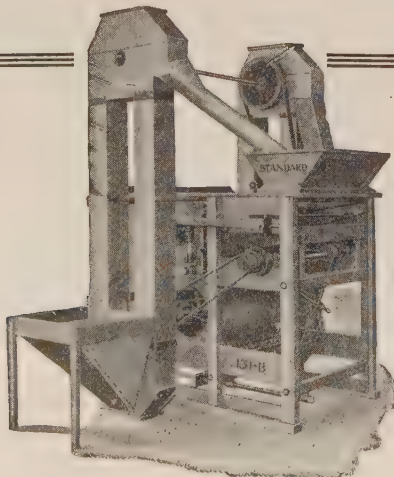
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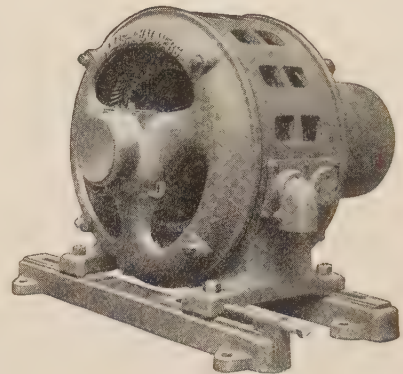
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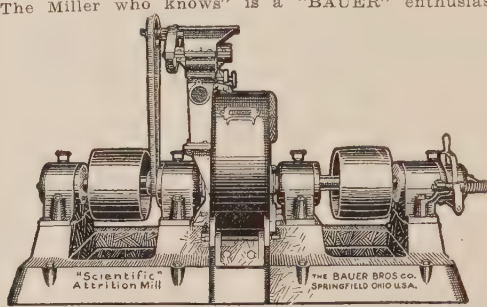
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HE KNOWS

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With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.75

Form 19GT Triplicating (375 pages) 2.25

Grain Dealers Journal

305 So. La Salle St.

Chicago, Ill.

The Creed of Modern Business—

A Big Turnover on an Efficient Basis

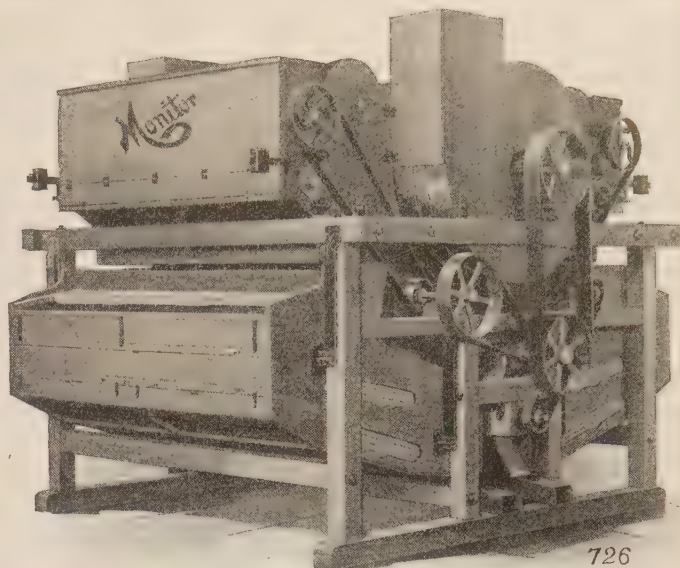
The MONITOR Two-Stream Warehouse and Elevator

GIVES YOU THIS

It has enormous capacity. Takes comparatively small floor space and

IT IS EFFICIENT

—Investigate—

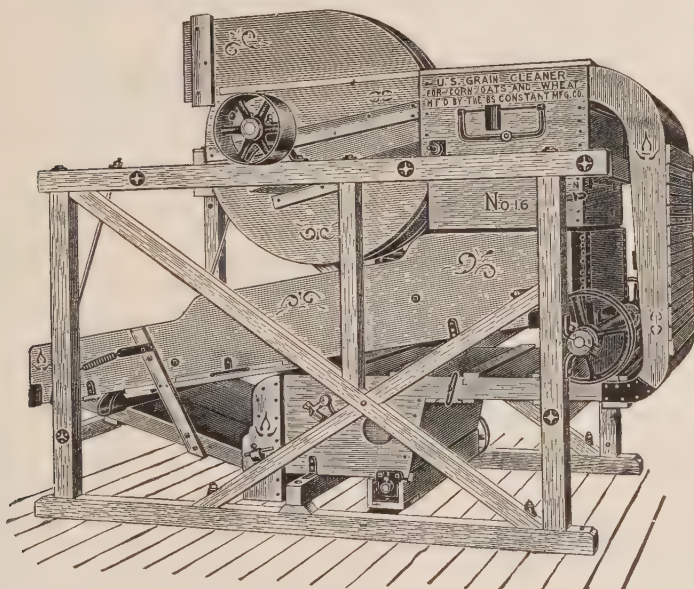


Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.

Department B

SILVER CREEK, N. Y.



Quality Cleaning

You grain men of experience know that clean grain brings a premium price at the terminal markets. For this reason your elevator should be equipped to thoroughly clean all grain before shipping.

The U. S. Grain Cleaner

is acknowledged a leader in satisfactory performance, and has built up a reputation for operating efficiency and economy that needs no remarks on our part.

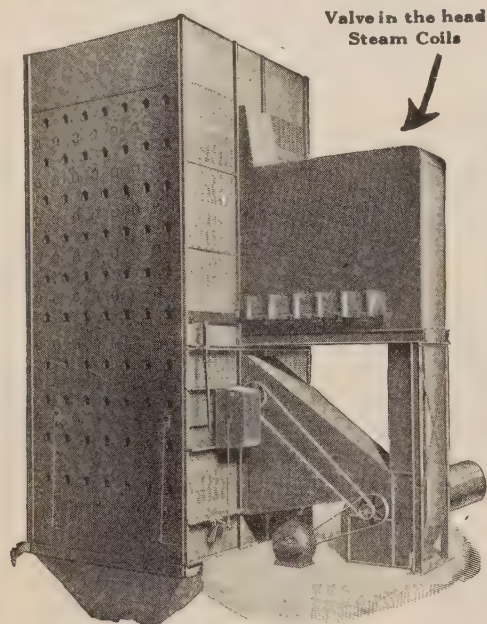
Satisfied users are our best endorsements and to them we will gladly refer any prospective buyers of grain cleaning machinery; knowing their testimony will bring the purchaser to the U. S. factory.

Write for further information about this cleaner and other grain elevator machinery.

B. S. Constant Manufacturing Co.

Bloomington, Illinois

MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED
BUY AN AUTOMATIC MORRIS**

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of
Direct Heat Driers**

THE STRONG-SCOTT MFG. COMPANY

"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG

Humphrey Service Belt Elevator

Installed in 1888 is today giving 100% service in modern flour mill after having gone through

**32 YEARS' DAY AND
NIGHT SERVICE**

The Humphrey Endless Belt Route is a comfortable and quick means of transportation from floor to floor.

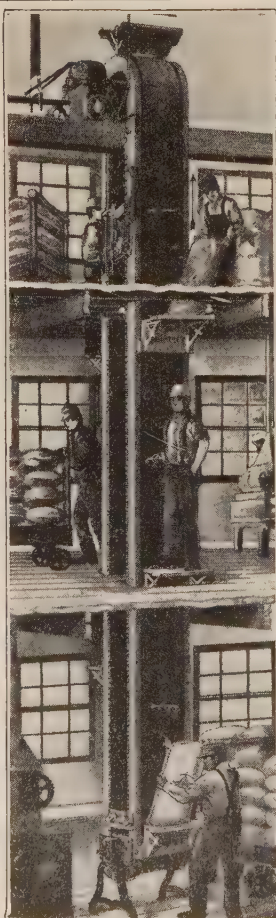
**NO MORE STAIRS TO
CLIMB**

Thereby saving the energy of your men for useful work, and insuring more work in the time formerly wasted climbing stairs. No mill or elevator of 3 floors or more is complete without a Humphrey. Your competitor may be cutting down his overhead with one.

Send for Bulletin G 2

If not made by Humphrey Elevator Co., it's not a genuine "Humphrey."

Humphrey Elevator Co.
Sole Manufacturers
FARIBAULT :: MINN.



WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

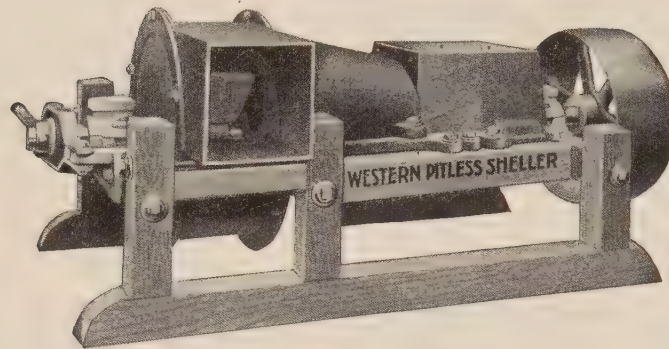
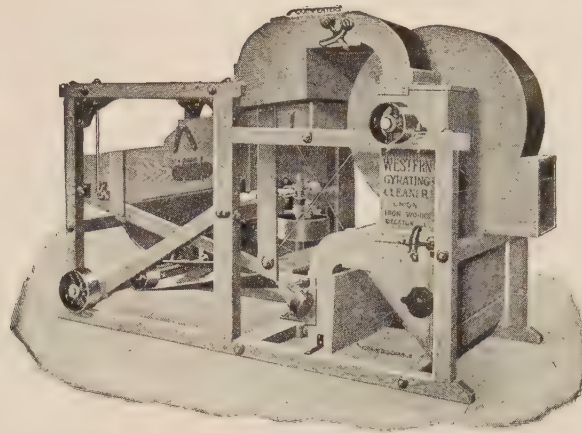
Account Books	Gravity Cleaner
Attrition Mill	Herringbone Reduction Gears
Bag Closing Machine	Lightning Rods
Bags and Burlap	Manlift
Bearings { Ball	Moisture Testers
Roller	Oat Bleachers and Purifiers
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Boots	Painting or Repairing
Buckets	Portable Elevator
Car Liners	Power { Gas Engine
Car Loader	Kerosene Engine
Car Mover	Motors
Car Puller	Power Shovel
Car Seals	Renewable Fuse
Cleaner	Rolls for Cracking Corn
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Conveying Machinery	Scarifying Machine
Distributor	Self Contained Flour Mill
Dockage Tester	Separator
Dump { Auto Truck	Sheller
Wagon	Sieves
Dump Controller	Siding-Roofing { Asbestos
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Elevator Leg	Silent Chain Drive
Elevator Paint	Spouting
Feed Mill	Storage Tanks
Fire Barrels	Testing Apparatus
Grain Driers	Transmission Machinery
Grain Tables	Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

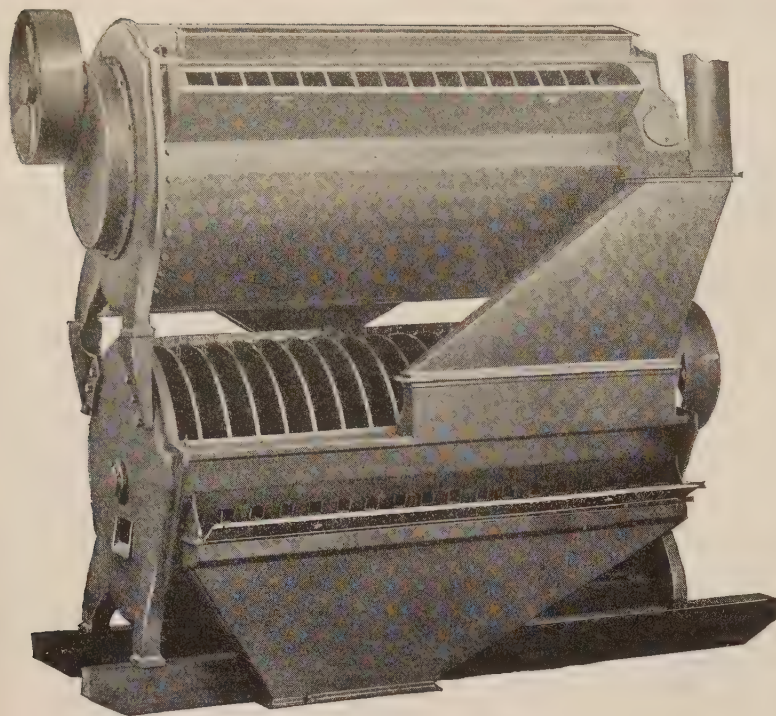


ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

UNION IRON WORKS, Decatur, Ill.



"A Hand Picked Separation"

Increasing Capacity on the Same Floor Space

Where larger volume is desired without increasing floor space, the New Carter Disc Separator lends itself easily to a two high installation, and more than doubles the output.

This very desirable feature will readily be appreciated by elevator men who are up against the floor space problem.

The two-high installation gives the same commercially perfect separation that is obtained from a single machine.

The New Carter Disc Separator separates: oats and barley from wheat; oats and barley from rye; wheat and seeds from oats; barley from oats; cockle, wild peas and seeds from wheat. Let us know what **you** want to clean.

THE NEW CARTER DISC SEPARATOR

Made by the Carter-Mayhew Mfg. Co., Minneapolis, Minn. Address Canadian inquiries to Strong-Scott Mfg. Co., Ltd., Winnipeg

CALDWELL GEARS

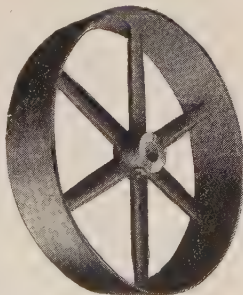


Cast iron machine molded gears, also gears with machine cut teeth, Spurs, Bevels, Miters, Worm Drives and Mortise Wheels.

PULLEYS

We manufacture our own cast iron pulleys— heavy construction, special grade material, light running and well balanced.

We manufacture a complete line of screw conveyors, belt conveyors, bucket elevators, steel buckets, sprockets, chain, bearings, etc.



Send for our Catalog No. 45

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ACCOUNT BOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6560 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¾ lbs.

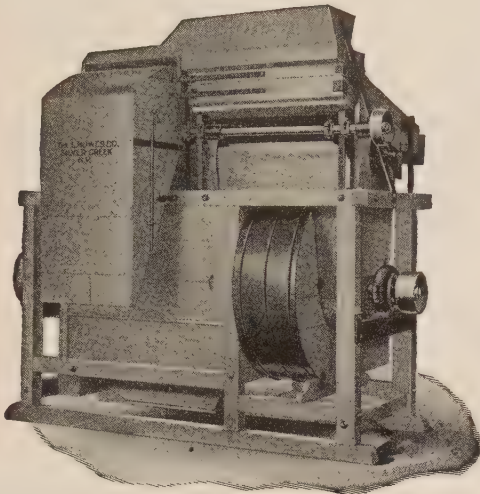
GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding **Sales and Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial. Our **Weights in Bushels, Grade, Route, Rate**. Under **Returns** are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.25

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.



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are big and strong and rugged—made to run twenty-four hours a day, and three hundred and sixty-five days in a year, and they'll do it, and do it so easily that you will forget you have one on the job.

Maximum of Efficiency — Minimum Cost of Upkeep. That's what is accomplished by the

"EUREKA" OAT CLIPPER

ASK FOR BULLETIN NO. 68.

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REPRESENTATIVES:

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J. Q. Smythe, 3951 Broadway, Indianapolis Ind.
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"STANDARD" CAR-LOADING SPOUTS



"Standard" Flexible Loading Spouts are manufactured to endure long, hard usage.

For dependability and efficiency, they know no superior.

The regular Telescope Loading Spout with chain connections is made of 18, 16, 14 and 12-gauge iron from 6 inch by 5 foot to 12 inch by 10 foot and in all intermediate sizes.

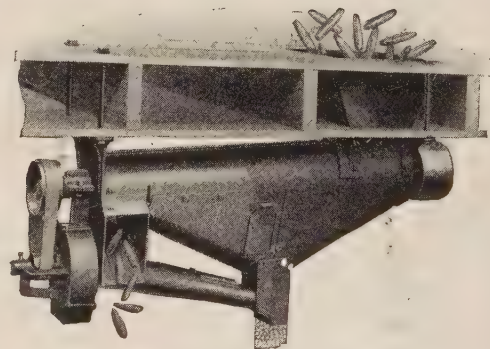
Write for prices on Car-Loading Spouts or any other Mill and Elevator Equipment made of steel or galvanized iron.

Standard Steel Works

Successors to The Ell-Kay Mfg. Co.

1726 Tracy, Kansas City, Mo.

Write for
Catalog



Style B Triumph Corn Sheller

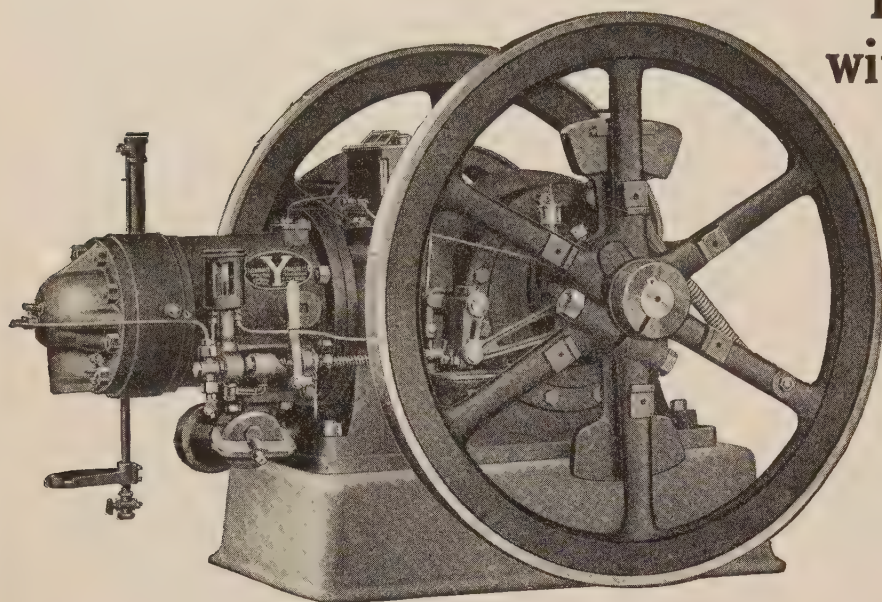
YOU CAN DEPEND UPON TRIUMPH CORN SHELLERS

Triumph Corn Shellers are built entirely of iron or steel. They have strength where strength is needed. Every part has been tested in thousands of machines for thirty-five years and has been made absolutely reliable. If your Sheller is a Triumph, it'll be right on the job whenever you want it.

Ask for a copy of our Bulletin on Triumph Corn Shellers. We'll be glad to send it.

THE C. O. BARTLETT & SNOW CO.

Main Office and Works: Cleveland, Ohio



"You Can't Go Bad with a Fairbanks-Morse 'Y' Oil Engine"

Here is what one old elevator owner tells another:

"I hope that you put in a Fairbanks-Morse 'Y' oil engine. I can tell you of a number of engines around here that are failures; don't experiment yourself. You can't go wrong with a Fairbanks-Morse 'Y' engine.

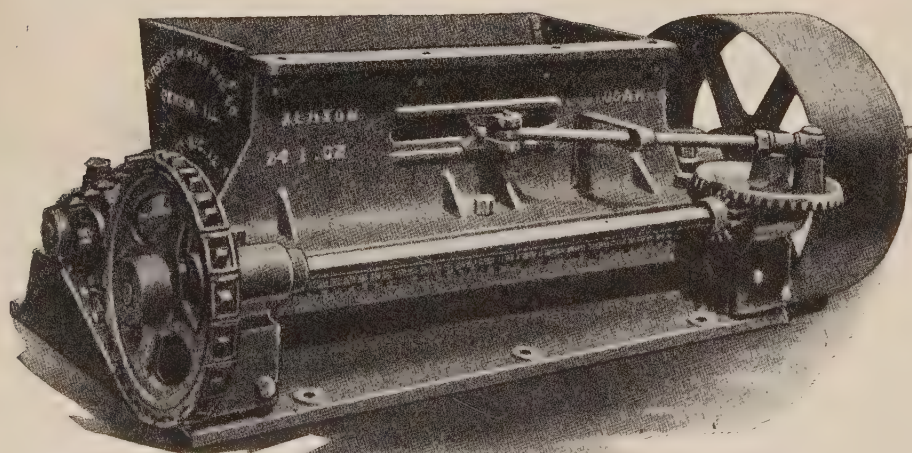
"Y" Oil engines use low grade fuel oils economically—easy to get going and keep going.

Fairbanks, Morse & Co.

MANUFACTURERS CHICAGO



Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery



KENYON Ear Cob Crusher

No irons such as horseshoes, hammers, etc., can stop this machine. Positively eliminates all corn crushing troubles.

Send for catalog and all details.

Burgess-Norton Mfg. Co.
GENEVA, ILL.
U. S. A.

CONE-SHAPE GRINDERS

IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W. Watt, Jacobsville, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue, G1
N. P. BOWSHER CO., SOUTH BEND, IND

You Can Sell Your Elevator

by advertising directly to people who want to buy, by using a

Grain Dealers Journal Want Ad.

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent

CLAIM LOSSES
10,000 SHIPPERS
Are now using them

Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg., CHICAGO, ILL.





WEBSTER SERVICE

Industrial growth largely depends upon the swift and economical distribution of materials in factories, warehouses and mines. Mechanical handling systems reduce costs and increase production as they not only compensate for any labor shortage but can be efficiently operated when most of the men have quit for the day or are absent because of illness or vacation.

It is logical that Webster material handling equipment should appeal to buyers of labor-saving systems who demand economy and efficiency—at the lowest upkeep cost. Over and over again Webster engineers have successfully solved intricate conveying problems by designing equipment that offers the greatest dollar-for-dollar value, because it gives vigorous service with an unusual power economy.

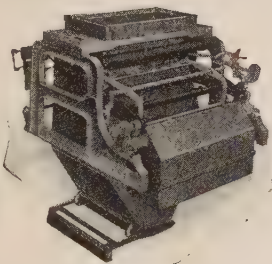
If you have an elevator or conveyor problem why not solve it NOW—with the assistance of experienced engineers and a factory having uninterrupted service history of over forty years.

The Webster Manufacturing Company

4500-4560 Cortland St., Chicago

FACTORIES: TIFFIN, OHIO, AND CHICAGO.

SALES OFFICES IN PRINCIPAL CITIES



RICHARDSON AUTOMATIC GRAIN SCALES

*Self-operating
Self-adjusting
Self-registering*

FOR

Country Elevator Service

Built to comply with Specifications laid down by
Interstate Commerce Commission.

RICHARDSON SCALE COMPANY

Chicago Minneapolis Wichita Omaha

SITUATION WANTED

As manager of country grain elevator by responsible man of experience.

See "Situations Wanted" columns of

GRAIN DEALERS JOURNAL, CHICAGO

SPEAR



Sample
Envelopes



The Best

*Grain Samples Sent the Spear Way
Always Reach Destination*

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

Write us for samples and prices today.

HEYWOOD MFG. CO.

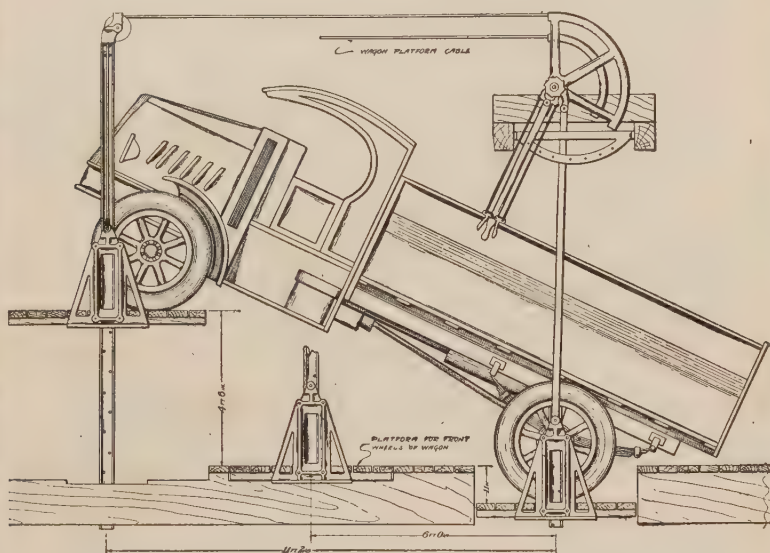
420 N. 3rd St.

Minneapolis, Minn.

80% Quicker Action and Dependability

Characterize the NIPP GRAVITY TRUCK DUMP. GRAVITATION—the force by which bodies are drawn toward the

center of the earth. Bodies properly supported, and in balance are represented by the scale.



Weigh a loaded truck or wagon. Note the great weight—weigh the empty truck or wagon; note the great difference. Seventy to eighty per cent of this great weight rests on the rear wheel—why use power; why use air to tilt your truck; why not let the force of gravity do this? When the load is dis-

charged, why not let force of gravity aight your truck? Gravity and leverage does this when using the NIPP GRAVITY TRUCK DUMP.

PERMANENCE — PROGRESS — PROSPERITY will follow the users of the NIPP GRAVITY TRUCK DUMP!

Puritan Mfg. & Supply Co.

MANUFACTURERS

1014 North 17th Street

Omaha, Nebraska



Wasting your brain figuring how you can keep out of buying a dust collecting system is like figuring on the best way of ultimately destroying your plant with the greatest loss.

Insurance men, Uncle Sam's specialists on dust collecting telling you of the danger and the many examples of ruin caused by dust explosion, ought to be enough to make you investigate.

NEW 1905 CYCLONE DUST COLLECTOR

works on less power and with greater results than the old style cyclone types. They are built differently, hence work better. Send for the facts.

THE KNICKERBOCKER CO., JACKSON, MICH.

The Automatic Dump Controller



There are dump controllers new,
And dump controllers old,
There are dump controllers on the market
Which are never sold.
But we are here to tell you,
So listen! while we say
"We're over thirty hundred strong
And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

Get the best possible equipment.

It's a trade getter and plays for keeps.

L. J. McMILLIN

525 Board of Trade Building
INDIANAPOLIS, IND.



BAD ORDER CARS cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

The Kennedy Car Liner & Bag Co.
Shelbyville, Indiana

Canadian Factory at Woodstock,
Ontario

I Am the Man You Want

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

**Grain Dealers Journal
Want Ad.**

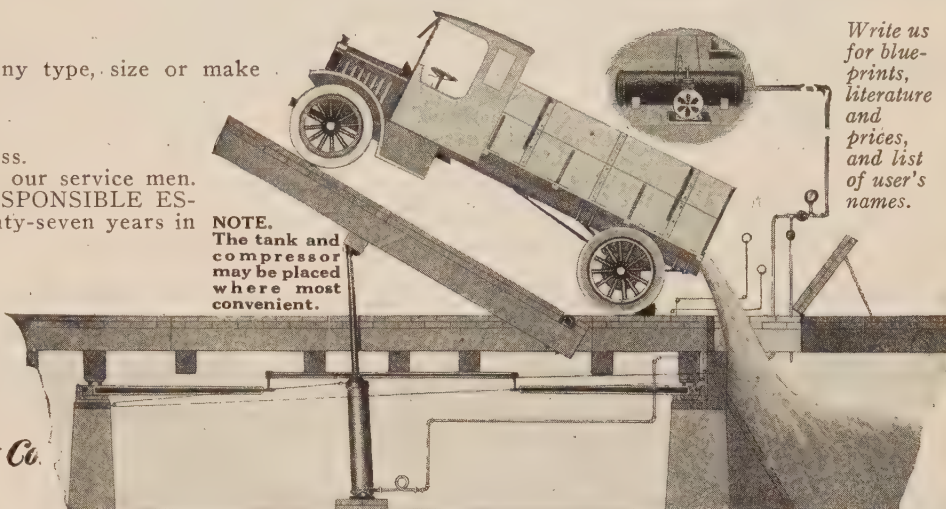
(SPENCER PATENTS FEB. 1919)

DUMPS { **TRUCKS**
WAGONS } On the one platform
SLEDS } Into the same pithole

- We don't ask that you take our word alone as to the efficiency of the Globe Dump. Ask any one of our hundreds of users or any first class contractor, and he will tell you it is the safest, quickest way to dump your grain.

We Can Make Prompt Shipments.

NOTE.
The tank and compressor may be placed where most convenient.



*Write us
for blue-
prints,
literature
and
prices,
and list
of user's
names.*

A vintage illustration of a truck being lifted by a hydraulic press. The truck is tilted upwards, and a person is visible inside the cab. The scene is set outdoors with a building in the background.

SEND AT ONCE and get our circulars and prices and ask any special questions you want answered. You will get value received for every dollar if you order **TRAPP DUMPING SYSTEM. WRITE TODAY** and make the first move towards adopting the modern truck dumping methods at your elevator. Address.

a TRAPP COMBINATION TRUCK
and **WAGON DUMP?** It would give you excellent service in handling the long and heavy trucks that bring grain to your elevator. It would dump all trucks speedily yet there would be no possible danger whatever of any injury or accidents to the trucks. **TRAPP DUMPING SYSTEMS** are well made in every particular.

We Employ Highly Skilled Mechanics

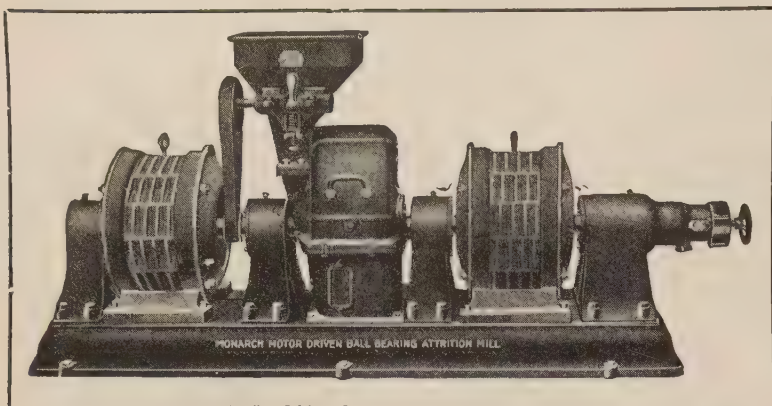
who specialize in the manufacture of the **TRAPP DUMPING SYSTEMS**. Our factory makes **TRAPP TRUCK DUMPS** and **TRAPP COMBINATION DUMPS** and is the only manufacturer of truck dumps exclusively in the country. The installation of a new **TRAPP DUMPING SYSTEM** in your elevator would not delay or interfere with your receipts of grain. The installation could be made quickly as **TRAPP DUMPS** are made complete in our factory; they are always sent ready to be installed without delay. It would not be necessary for you to run your elevator machinery all the time.

Trapp Dumping Systems
are operated by compressed air power—the cheapest power. The compressor could be attached to your line shaft. It would be necessary only to cut

Trapp-Gohr-Donovan Company, Mfrs.

1125-27-29 North 22nd Street

OMAHA, NEBRASKA



There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

MONARCH BALL BEARING ATTRITION MILL

SAVES TIME—Requires no tramming.
SAVES LABOR—No worn down bearings.
SAVES LUBRICANT—Uses grease instead of oil.
SAVES EXPENSE—Maintenance cost is small.

SAVES TROUBLE—Product always uniform.
SAVES DELAY—Rapid grinding; large capacity.
SAVES REPAIRS—Durably constructed.

SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

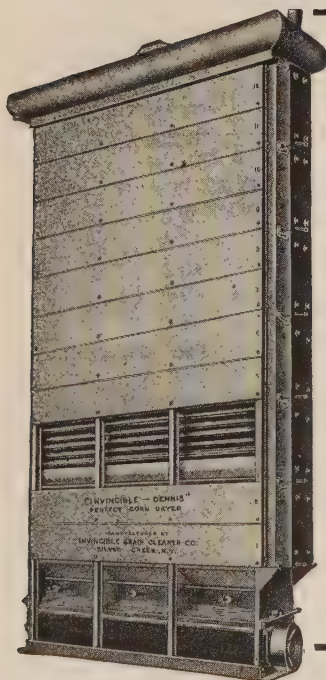
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Main Office and Works: **MUNCY, PA.**

KANSAS CITY, MO., 102 New England Bldg.

MINNEAPOLIS, MINN., 407 Fourth St., So.

CHICAGO, ILL. No. 9 So. Clinton St.



INVINCIBLE DENNIS GRAIN DRYER

No special building required.
 No extra insurance premium.
 Grain is not broken or discolored.
 First cost is less.
 Upkeep and operating expense less.

INVINCIBLE GRAIN CLEANER COMPANY

Silver Creek, N. Y.

HOTEL ROBIDOUX

St. Joseph, Mo.

HOTEL DYCKMAN

Minneapolis, Minn.

C. NEIPP

Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

INFORMATION BUREAU

Grain Dealers Journal, 305 So. La Salle St.,
Chicago

Ibberson

Grain and Coal Elevators

There Should Be No Uncertainty

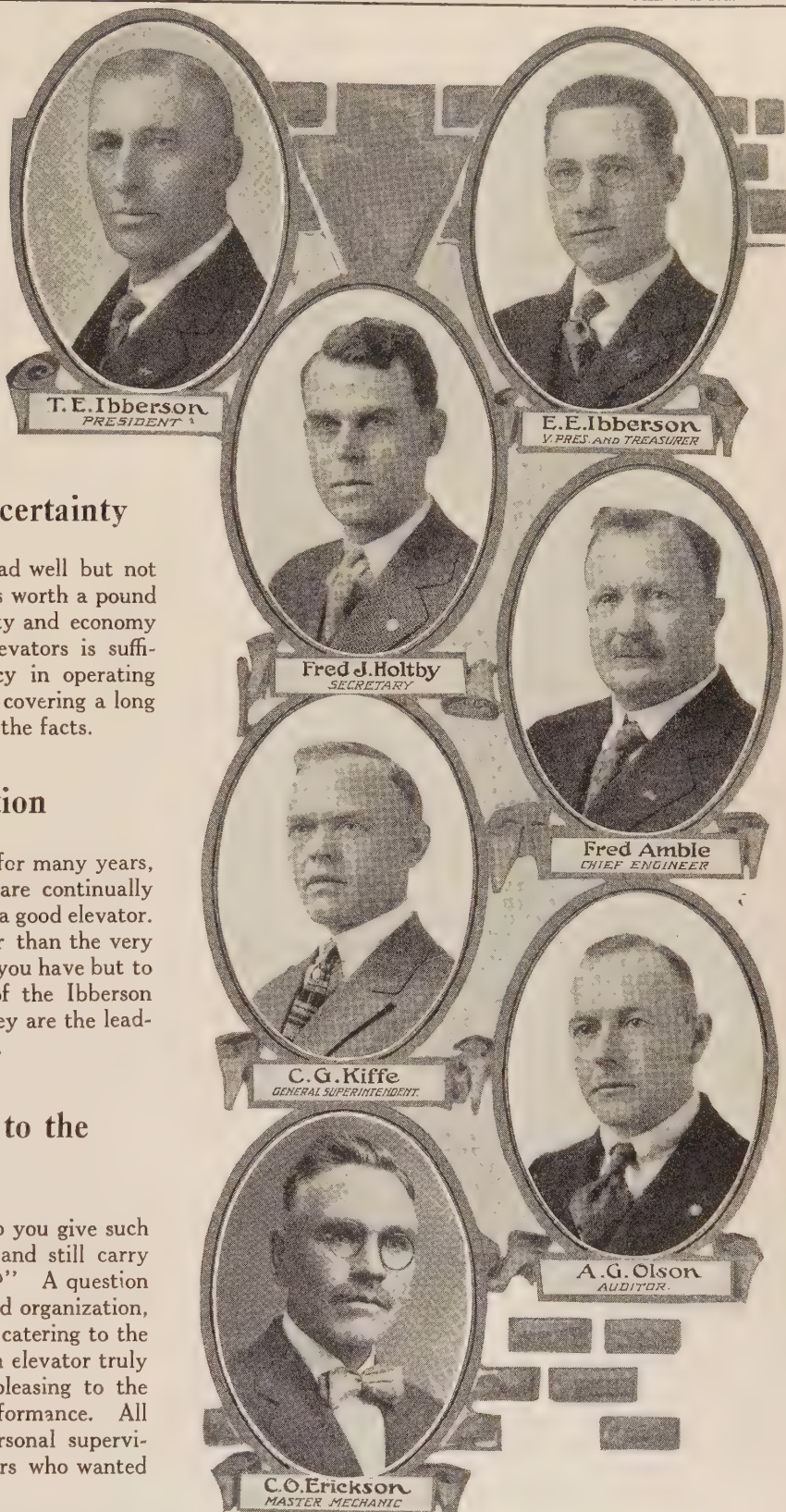
Advertising literature may read well but not convince you. An ounce of proof is worth a pound of conversation. The merit, reliability and economy in operation of IBBERSON built elevators is sufficient proof. The universal efficiency in operating under widely different circumstances covering a long period of time enables us to give you the facts.

Building a Reputation

Is what we have been doing for many years, and the number of testimonials we are continually receiving convinces us we are building a good elevator. To do this we have never used other than the very best materials and workmanship and you have but to examine the design and convenience of the Ibberson Built Elevators to understand why they are the leading types of elevators now being built.

Personal Supervision to the Smallest Detail

We are often asked, "How do you give such personal supervision to each contract and still carry on the large amount of work you do?" A question that is easy for us to answer. Good organization, the largest and best of its kind now catering to the grain trade. This makes the Ibberson elevator truly a fine elevator; exact mechanically, pleasing to the eye in appearance and perfect in performance. All gained by years of experience and personal supervision in building for particular customers who wanted the best.



T. E. Ibberson
PRESIDENT

E. E. Ibberson
V. PRES. AND TREASURER

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CHIEF ENGINEER

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"WRITE FOR OUR NEW BOOK FREE FOR THE ASKING"

T. E. IBBERSON COMPANY

ENGINEERS AND CONTRACTORS

CORN EXCHANGE BUILDING

MINNEAPOLIS, MINNESOTA

GRAIN ELEVATOR BUILDERS

BUILT BY

YOUNGLOVE

Construction Co.

SIOUX CITY, IOWA

WOOD or CONCRETE—COAL and GRAIN
ELEVATORS

Any style to fit the needs and investment

Licensed Engineers

CHECK
your re-
ductions of
pounds to
bushels by
usingClark's
Carload
Grain
TablesNew edition
revised and
enlarged.GRAIN DEALERS
JOURNAL
Chicago, Illinois

A DREAM ELEVATOR.

Once upon a time there was a scheming work-
er of the clay who dreamed a wonderful dream,
a dream of a thing that would be a boon to
mankind, so he thought, and a means of per-
mitting him to "sit pretty" the rest of his days.

This Dreamer told Mr. Short Sight Victim,
a prospective builder, that the walls of this
dream elevator would be built of clay tile which
would not absorb moisture, which could bear up
thousands and thousands of pounds, and being
baked in intense heat, would be damage-proof
in fire. This sounded fine to Mr. Short Sight
Victim and he bought an elevator. But over-
looked the fact that the elevator was not one
solid piece of glazed tile, but there was the
necessary evil of a binder. That pesky mortar
could not be vitrified, it simply insisted on
absorbing water like a sponge.

Reliable engineers informed the gentleman
that while Mr. Dreamer's tile could bear up
thousands and thousands of pounds the mortar
was not good for more than two hundred pounds
per square inch. The proverbial weak link is
sure to be found.

Mr. Victim noticed a tile wall after a fire one
day and saw blocks chipped, spalled and crum-
bled and even whole faces of tile forced out of
the wall. He thought of the tile blocks in his
dream elevator and became very sober indeed.
Near the fire he noticed the remains of a steel
framed gondola, a twisted and distorted mass of
steel and iron. He thought of the bare, un-
protected steel I-beams in his dream elevator
and forthwith hastened to a fire insurance
agent whom he had heretofore scorned.

He asked the agent to write him a policy
covering his "fire proof" elevator. It would not
cost much, cheap protection. When he got his
bill? Mr. Washington he thought was a toad-
stool beside it. That agent was such a careless
man to figure. But Mr. Agent said, "Your
building takes a frame rate, for you have wood
bin bottoms, wood leg and wood window frames
and sash, etc." Poor Mr. Victim began to think
his dream might be a nightmare after all.

Then he began to think of what this Dreamer
had told him: Concrete would crack and go to
pieces, could not depend on getting the right
proportion, etc. It just struck Mr. Victim
where he lived that the most vital parts of his
dream elevator were of that same treacherous
material, foundation, roof and floors. He re-
membered, too, that he was told he shud build
of tile, as cement was not to be had for a con-
crete elevator and he believed it and waited
weeks and weeks with nothing but a hole in
the ground.

That cheese box for a cupola, how he cursed
it! Everything was so cramped and crowded
and that leg sidewise. That other fellow was
right, the elevator is certainly contrary to ef-
ficient design. His trips to the pit were alto-
gether too realistic. Standing on his head to
clear the boot and expecting any moment that
his light would set fire to the dust and blow him
to eternity, the pit resounded with profanity.

Last year Mr. Short Sight Victim almost
spoiled the one successful thing about his house:
its excellent quality as a water filter. He had
plastered it all over on the outside. But today
this had about all cracked and dropped off, due
to the contraction and expansion in the joints
in loading and unloading the bins, so that the
water trickled thru almost as freely as before.
A friend told him the big terminal elevators
in Minneapolis and Chicago built of tile years
ago when Big Companies were experimenting
and also some little brown jugs as his had been
made black and even red with a sticky, pitchy
dope that seemed elastic enough to stick on
and do pretty well as a means of water-proof-
ing. Guessed he would try that next.

Brooding over these things, poor Mr. Victim
became heartsick, and to think he could have
had a concrete elevator, designed by an old re-
liable firm (with licensed engineers), every inch
an elevator, for a little more cost. The plan
of the concrete elevator provided plenty of
room and light, a spacious cupola and pit, walls
built with wood sliding forms, smooth, joint-
less, six solid inches of stone, no leak, no re-
pointing of joints, no painting, and sure to be-
come stronger every year.

No wonder the experienced elevator con-
tractors refused to build a tile elevator for him
and forced him to let three contracts instead
of one with no one to take the blame when
things went wrong. Not the tile man who
furnished the plans. Oh, No! Not the mason.
Oh, No. Not the equipment man. Oh, No!
Poor Victim! Finally he made up his mind
and determined upon a course of action. "I
have been stung! But I'll not let the fellows
know it. If they ask me I'll tell them she's a
PEACH."

So this dreaming clay worker continues on
his way, making nightmares for poor victims,
but piling up a nice little wad for himself.

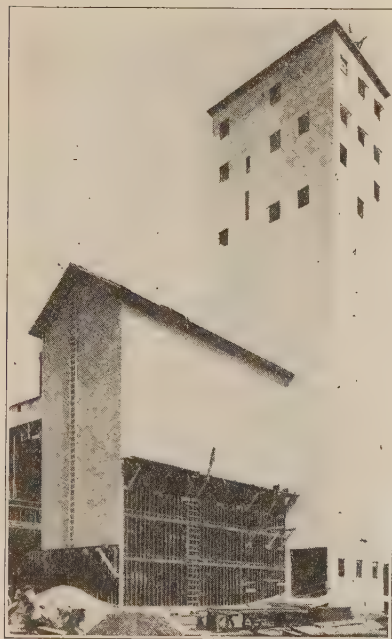
The moral of this story? I'll leave it to you.
Sioux City, Ia. C. C. Younglove.

FEDERAL ENGINEERING CO.

Designers and Builders—Grain Elevators, Mills and Warehouses
TOPEKA, KANSASYour Individual Needs
are respected when your elevator
is designed and built byW. H. CRAMER CONSTRUCTION CO.
NORTH PLATTE, NEB.
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CONSULTING ENGINEERSDesigners: Elevators, Mills, Warehouses
Write us for estimates and proposals on
economical and up-to-date designs.
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—YOU NEED EXTRA STORAGE SPACE
GEO. W. QUICK & SONS
CAN SUPPLY YOUR NEED
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Storage Tanks and Coal Pockets
TISKILWA, ILL.

A. J. STAUFFER

Designer--Builder

Reinforced Concrete Elevators
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CONTRACTORS GRAIN ELEVATORS
Mills and Warehouses
Especially Designed for Economy of
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704 Terminal Bldg. LINCOLN, NEB.Reinforced Concrete Elevator
Built for Baltimore Pearl Hominy Co.Accomplishments Recommend
Our AbilityOur long experience in the construction of Grain
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minimum of cost.

We will be pleased to submit estimates

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Reinforced Concrete Elevators
Large or Small

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BUILDERS, Inc.**

INDEPENDENCE, MO.



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For Years**

Before you cover
the steel frame of
buildings, bridges,
etc., paint them
with

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Silica Graphite PAINT

You will not need to worry then about
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We have records of many years' serv-
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Paint on all types of structures.

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A. F. ROBERTS
ERECTS ELEVATORS
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Contracts and Builds
Modern Grain Elevators
We can furnish and install equipment in old or new
elevators, guaranteeing greater capacity with less
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Let us show you
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Any Size or Capacity
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Registered Structural
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More than 20 years experience
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EFFICIENT ERECTING CO.
We make plans and build up-to-date
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Another Reliance Success

Elevators of our design and construction
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the elevator best adapted to your needs.
Write us for further particulars.

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DESIGNERS AND BUILDERS OF
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C. E. BIRD & CO.
MINNEAPOLIS MINNESOTA

Shippers

in the Northwest read this page;
your "ad" will be read too if you
place it here.

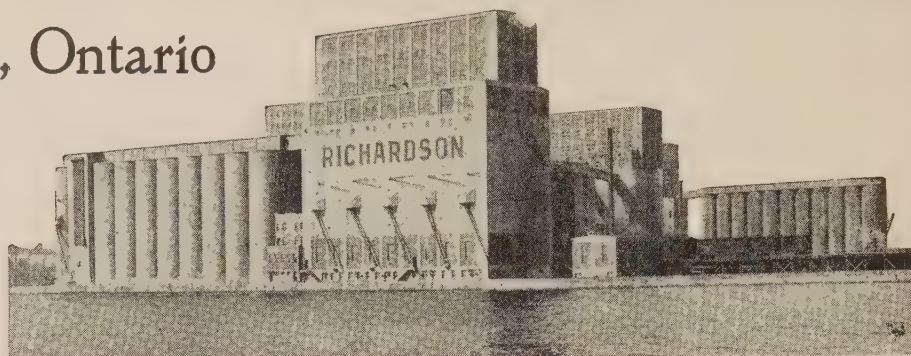
GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

Port Arthur, Ontario

FOR

The Grain Growers' Grain Company,
Limited.The Saskatchewan Co-operative Elevator
Co., Limited.

The James Richardson & Sons, Limited.

**THE BARNETT - McQUEEN
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Offices: Fort William, Ont., Duluth, Minn.
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Pennsylvania Railroad Co.'s Terminal
Elevator at Erie, Pa. 1,250,000 storage
capacity, with marine leg, 25,000 bu. re-
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Designed and built under the
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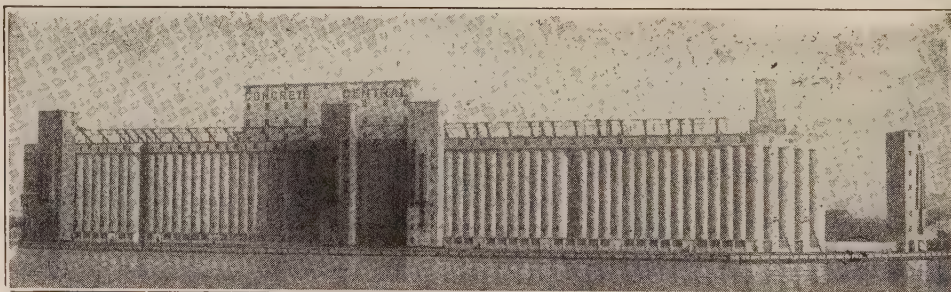
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assure you eco-
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SATISFACTION

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Concrete Centra Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., **BUFFALO, N. Y.**

THE MOST MODERN ELEVATOR IN THE WORLD

The view below is the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore Maryland. This elevator is equipped with four Stewart Link-Belt Grain Car Unloaders. See them in operation and be convinced of their great saving in labor cost.

JAMES STEWART & CO., Inc.

Designers and Builders

GRAIN ELEVATORS

IN ALL PARTS OF THE WORLD

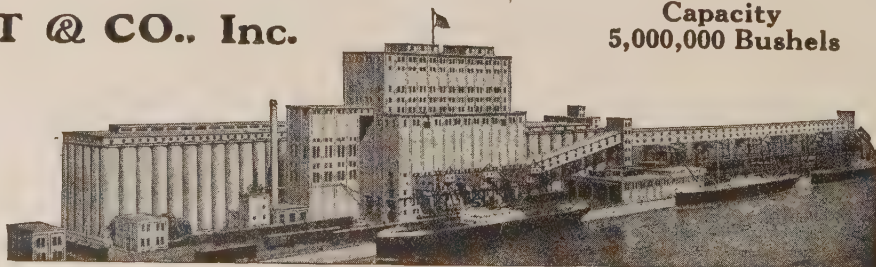
GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager

Capacity
5,000,000 Bushels



"We have built for many of your friends. Eventually we will build for you. Why not now?"

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Established 1897— CHICAGO —Incorporated 1902

Continuously under the management of

GEORGE T. BURRELL, President

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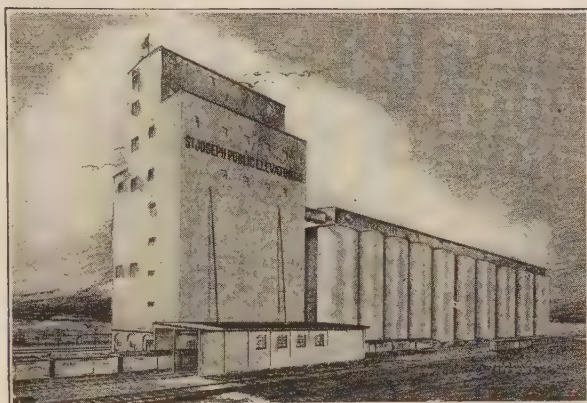
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In doing our best, completely and satisfactorily to handle work in this field of construction we have sought to establish the fact that

No job is too small to merit our careful attention and none so large as to tax our capabilities.

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MELBOURNE, AUSTRALIA

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314 Reconquista
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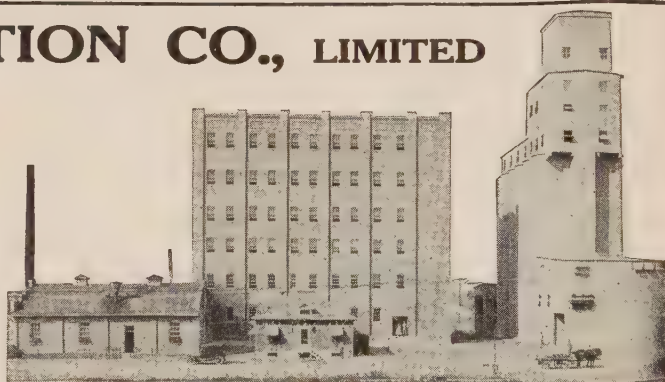
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ENGINEERS — CONTRACTORS

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GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE
AND EXECUTE CONTRACTS ANY-
WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.

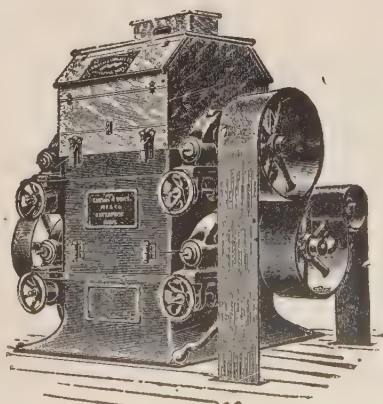
Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

GRAIN DEALERS JOURNAL

305 So. La Salle Street CHICAGO, ILL.



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The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehram & Sons Mfg. Co.

Enterprise, Kansas

Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the

bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

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DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
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CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The

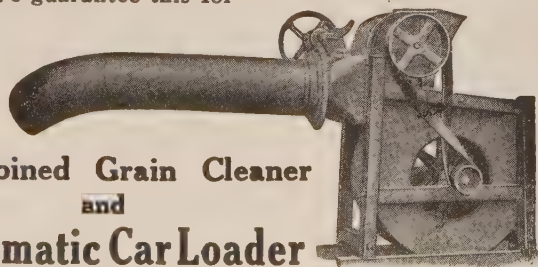
Combined Grain Cleaner
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Pneumatic Car Loader

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

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ESTABLISHED 1898

Cover's Dust Protector

Rubber Protector, \$2.00

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THE RISING COST OF A LETTER

It is now costing you something like 15 cents for each business letter as per list below. The remedy is not to use fewer letters but to produce better letters and part of a better letter is its appearance. Give your effort the good impression that follows good stationery. Steel Die Embossed Stationery is to the letter what good clothes are to the salesman, and the extra cost over the ordinary kind where you send out 25 letters per day does not exceed 10 cents.

Here is a conservative list of letter cost per hundred. (This schedule omits cost of dictator's time, the largest item of all.)

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Stenographic Wages, assuming 50 letters per day, \$15 per week....	\$5.40	\$5.40
Office overhead	5.40	5.40
Postage	3.00	3.00
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Head and Envelope	.40
Steel Die Embossing Letter Head and Envelope80
	\$15.28	\$15.68

We make anything that is engraved on paper. Business and personal Xmas greeting cards. Samples willingly furnished.

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DICTIONARIES are in use by business men, engineers, bankers, judges, architects, physicians, farmers, teachers, librarians, clergymen, by *successful men and women the world over.*

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G. & C. MERRIAM CO.,
 Springfield, Mass.



A Toll Saver

Here is a letter from a firm you all know, based on its experience over a period of five years with the Universal Grain Code.

POPE & ECKHARDT CO.

Grain

Commission Merchants

West. Un. Bldg.

Chicago, June 2, 1915.

Grain Dealers Journal,

Chicago, Ill.

Gentlemen:—

Since its publication we have made use of the Universal Grain Code continually in communicating with our customers, and we cheerfully subscribe to the fact that it is, in our opinion, a high class medium for the use of the Grain Trade and other lines incident to it. We find it not only useful, but that it is also a very efficient medium in saving telegraphic tolls. Most of our customers agree with us in the opinion we express herein covering the utility and usefulness of the book. Naturally, it requires a little study to become familiar with and to be able to make use of it to best advantage, but we cheerfully recommend it as a reliable and useful code for the purpose for which it is intended.

Yours truly,

POPE & ECKHARDT CO.
WNE:S

This is only one letter. Dealers everywhere who have used it pronounce the "Universal" to be far superior to any code ever published for the Grain and Milling Industries.

Its 146 pages of policy bond paper contain 13,745 expressions for modern, present day, trade terms, every one of which means a saving in tolls to you.

Follow the example of Pope & Eckhardt Co. Stop the leaks in YOUR profit account by sending us your order today. Price \$3.00.

Grain Dealers Journal

315 So. La Salle St. Chicago, Ill.

LOAD CARS WITH EAR CORN WITHOUT SCOOPING



The Boss Air Blast Portable Car Loader and Crib Filler will load cars or fill cribs with EAR corn or loose grain without any scooping. Capacity 1000 Bu. an hour. Compact, portable and easily moved about.

The cut shows a car being loaded with EAR corn without scooping and without damaging the corn. Same outfit will handle loose grain also. Easily operated with tractor. Farmers buying them to fill cribs on the farm because they are REALLY PORTABLE.

We also make Stationary outfits for country elevators. 30 DAYS' TRIAL. We will ship any machine we manufacture on trial. Write today for complete information. It will pay you.

MAROA MANUFACTURING CO., Dept. G, MAROA, ILL.

TORSION BALANCE



Style No. 6000
Corn Grading Balance

Corn Grading
Grain Moisture
Bean and Seed Testing Scales
Special Scales for Special Purposes

Torsion Balances

—have—

No Knife-edges—No Friction—
No Wear—No concealed
Bearings

Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

WRITE FOR SEED PAMPHLET

Torsion Balance Co.

MAIN OFFICE Factory
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New York, N.Y. Jersey City, N. J.
Pacific Coast Branch
49 California St., San Francisco, Cal.

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are not "improvements." They are each original inventions.



The HALL SIGNALING DISTRIBUTOR

introduced a new system.

The HALL NON-CHOKABLE BOOT

presents an absolutely new principle never before discovered.

The HALL SPECIAL LEG

combining the above devices with other elements constitutes a process of handling grain never before achieved or even approached.

Hall Distributor Company,

222 Range
Bldg.

Omaha, Nebr.

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

IOWA ELEVATORS—Seven Iowa Elevators for sale. Will handle 1,200,000 bushels this year. No crop failures. Price \$75,000.00. Address Seven, Box 10, Grain Dealers Journal, Chicago, Illinois.

KANSAS CITY: Elevator 100 miles south of Kansas City for sale. 15,000 bushels capacity; fully equipped with modern machinery; also large warehouse. Everything in good repair. Best farming section in Missouri—big corn crop ready to move. Box 157, Clinton, Mo.

OKLAHOMA CRIBBED ELEVATOR For Sale. 20,000 bushels capacity. In good condition, doing good business in grain, flour, feed and coal. A good crop of corn. No competition. Priced to sell. Address Oklahoma, Box 6, Grain Dealers Journal, Chicago, Illinois.

IF THE ELEVATOR you want to buy is not advertised in the "Elevators For Sale" columns make your wants known under the "Elevators Wanted" columns and you will quickly get full information on many desirable properties not yet advertised.

TWO SOUTHEASTERN IOWA elevators for sale. On main line and at adjoining stations. One in a county seat town with no competition. Good feed, hay and coal business in connection. Big crops. Good reasons for selling. Address Competition, Box 10, Grain Dealers Journal, Chicago, Illinois.

TWO TWENTY thousand bushel capacity elevators, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

25,000 BUSHEL CAPACITY Elevator for sale in South Dakota. Best grain territory in state. All machinery in good condition, five coal bins. A fine opportunity for a manager to get in the business for himself and also a good investment. Am not asking half of the value of property. Terms to suit buyer. Address A. Larson, Rockford, Illinois, care J. G. Chick Milling Co.

YOU MAY BE MISSING SOMETHING

If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

OKLAHOMA ELEVATOR on Frisco Railroad for sale. Located at Carlton, Oklahoma. Capacity, 7,000 bushels. In good shape. \$3,500.00 if taken at once. On deeded land. Doing good business.

J. T. GIBBONS GRAIN CO.,
Altus, Oklahoma.

NORTHERN IOWA Elevator for sale. Handles 250,000 to 300,000 bushels of grain per year. Elevator built four years ago and in fine running order. No competition. Price \$14,000 for cash—no trade. Priced to sell. Address Sterling, Box 10, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

20,000 BUSHEL CRIBBED ELEVATOR For Sale or trade for land. Large territory. Good corn crop. Address Henry Hafner, Menno, South Dakota.

THE SMALL EXPENSE incurred through the placing of an advertisement in the Grain Dealers Journal is more than compensated for by the results obtained.

NORTHWESTERN MISSOURI Elevator for sale. Of good construction. 13,000 bushels capacity. Built six years ago. Handles all kinds of grain, coal, hay, flour and feed. No competition. Good business. Address Missouri, Box 7, Grain Dealers Journal, Chicago, Ill.

The best way to dispose of anything is by advertising. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of the Grain Dealers Journal.

SOUTHWESTERN MINNESOTA Elevators on Omaha Road for sale. Two Twenty-five Thousand Bushel Grain Elevators in good town in Southwestern Minnesota. Fully equipped with new cleaners, electric motors, scales, offices, coal sheds, feed houses and corn cribs. Elevators newly re-sided and painted and in good condition. Apply J. L. Sammons, Trustee in Bankruptcy, Westbrook, Minnesota.

TWO GRAIN ELEVATORS for sale, located in North Central Iowa at adjoining stations. Good grain territory and both handle flour, feed and coal. Side line will take care of operating expense. Both do good business. A mighty good opening for the right man. Write quick. Address Adjoining, Box 5, Grain Dealers Journal, Chicago, Illinois.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

FOR SALE—25,000 bu. cribbed elevator, iron clad; located at Meeks Station, Ill., on C. I. & S. Ry., near Danville. Engine room is of brick construction, frame cob house, 10,000 bu. capacity cribs, private track to elevator and dust house. Equipment includes one sheller, one cleaner, 2 elevator legs, 2 dumps and steam engine. Property covers 1½ acres of land and is in good grain section of Illinois. For full particulars address Mrs. A. R. Sawers, 419 W. 62nd St., Chicago, Illinois.

SOUTHWESTERN OHIO Warehouse and Elevator for sale. In good grain country. Village station with church and school on a division of the P. C. & St. L. R. R. Handling grain, field seeds, wool and coal. Between 5 and 6 acres of land with stables, shelter sheds, coal bins, engine room with engine, office, corn dumps, Marseilles New Process corn sheller and cleaner. Is a money maker. Reason for selling—have made enough to retire. Price \$10,000.00. Address Owner, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

IOWA ELEVATOR and Coal Business For Sale. Address X, Box 8, Grain Dealers Journal, Chicago, Ill.

EVERY ADVERTISER who has once used our columns invariably finds our pages then and at a later date of service.

EASTERN KANSAS ELEVATOR, 13,000 bushels, nearly new; handles Wheat, Corn, Flour, Feed, Coal. Good town, schools, churches. Address Good Town, Box 9, Grain Dealers Journal, Chicago, Ill.

THE VERY ISSUE from which your advertisement is omitted may be the one to be searched by the prospective purchaser for what you have to offer, but whom you are keeping unaware of the advantages of dealing with you.

ELEVATOR about 100 miles west of Chicago for sale. Station handles 1,000,000 bushels annually. Three elevators in town—one a farmers company. Splendid proposition. Must be sold on account of owner's death. Reasonable price and terms.

James M. Maguire,
432 Postal Bldg. Chicago, Ill.

SOUTHERN KANSAS ELEVATORS and Good Grain, Coal, Feed and Implement business for sale, located in the best wheat belt of Southern Kansas. Fine schools and churches. Prosperous, high class farming community. A great opportunity for a hustler. Good crop of wheat now harvested. Write quick. Address Harvested, Box 12, Grain Dealers Journal, Chicago.

ELEVATORS WANTED.

CASH: Will pay cash for a 15 to 20,000 bushel elevator in good repair. Describe fully and state price in first letter. Address Box 203, La Cygne, Kansas.

WISH TO EXCHANGE for 320 acres improved grain and stock farm in Adams County, North Dakota. Want elevator with side lines in Central Illinois or Iowa. Write full particulars. Address Exchange, Box 9, Grain Dealers Journal, Chicago, Illinois.

WANTED—To buy an elevator in the wheat belt of Western Kansas or Western Oklahoma. Must be in good condition and well located. Give complete description of elevator and lowest cash price in first letter. Address Western, Box 9, Grain Dealers Journal, Chicago, Illinois.

WANT TO BUY a Grain Elevator in So. Dak., Nebr. or Kan. Would consider a position with a Farmers Elevtr. Co. in any of the three States named. 8 years' experience in the Grain and Lumber business. References. Address Best, Box 9, Grain Dealers Journal, Chicago, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

CLAYBAUGH-McCOMAS Offices

Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade.
If you want to buy, sell or trade an elevator write us at either address.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

JAMES MAGUIRE,
432 Postal Tel. Bldg., Chicago, Ill.

BUSINESS OPPORTUNITIES.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

AN OPPORTUNITY worth considering. An old established grain commission firm in terminal market desires to increase its capital. Want a grain man that can invest and take an active part in the management. Address Golden, Box 10, Grain Dealers Journal, Chicago, Illinois.

IF YOU are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

RETAIL AND CARLOAD Hay, Grain, Potatoes, Peas and Field Seed business for sale. Established sixteen years as a firm by the present owner and operated singly for the past seven years. Stock, buildings, machinery and fixtures at fair value. Is located in the best valley in Southern Colorado. Terminal railroad point. Address Carload, Box 9, Grain Dealers Journal, Chicago, Illinois.

MALE HELP WANTED.

HAY AND GRAIN salesman wanted. Must have experience. Address Smith, Box 9, Grain Dealers Journal, Chicago, Ill.

GOOD ALL AROUND MAN Wanted to superintend the handling of all grain through our elevator. Address West Coast Grain Co., Los Angeles, Calif.

MANAGER WANTED for farmers elevator. State qualifications in first letter. Address L. M. Hydorn, Secretary Farmers Equity Exchange, Van Buren, Indiana.

RELIABLE EXPERIENCED YOUNG Grain man wanted to take charge immediately of Branch Office in the So. Excellent opportunity. Sun Grain & Export Co., Guthrie, Okla.

MAN WANTED with experience in export trade in Grain or Flour, who understands cabling and handling of documents to England and the Continent. References required. Address Continent, Box 6, Grain Dealer Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

SITUATIONS WANTED

POSITION WANTED as Mgr. of Farmers or Line Co.; 8 yrs.' Exp. Prefer Ia. Address Stanley, Box 10, Grain Dealers Journal, Chicago, Ill.

WHEN the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—

EXPERIENCED GRAIN BROKERAGE Clerk desires to represent grain firm in New Orleans, to look after their export business. Address P. O. Box 328, New Orleans, La.

A Missouri advertiser in our "Situation Wanted" columns says: "I find that advertising in your journal pays, for I had letters from all parts of the country offering positions."

EXPERIENCED MANAGER wishes change. Can handle side lines. Would like to get in touch with some Farmers Elevator Co. Address Armistice, Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as Manager or Foreman of Elevator. Have had several years' experience in the running of both inland and terminal elevators, and am familiar with office duties. First class references. Address B. J. Tobin, Burlington, Iowa.

LIVE WIRE wants position as Manager with some Farmers Elevator Co. that is reliable and doing a good business. Have had the necessary experience. Best reasons for making change. Address Change, Box 10, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED MANAGER wants position handling elevator. Have had five years' experience in Illinois and Montana. Prefer location in Illinois. Am married—29 years old. Am engaged at present, but can make change soon. Address Montana, Box 10, Grain Dealers Journal, Chicago, Illinois.

TWENTY YEARS experience in grain, coal and live stock, lumber and other side lines as a foundation of which you can take advantage. Want a steady position where efforts will be appreciated. Address Steady, Box 9, Grain Dealers Journal, Chicago, Illinois.

GRAIN BUYER wishes position as buyer for reliable grain firm in the South. University graduate; thirty-five years of age—married. Have had experience as General Manager for a line company for seven years. Have best of references. Address General, Box 10, Grain Dealers Journal, Chicago, Illinois.

WE KEEP A FILE for those desiring positions to which we refer whenever an inquiry is received for an employee. The "Situations Wanted" columns, however, are carrying the advertisements of men of all qualifications and it is upon these that the prospective employer depends to secure competent help.

COLLEGE MAN, 40 years old, 16 years' experience in office management, accounting, traffic and buying and selling of grain, know all phases of grain business thoroly. Have been connected with central west and eastern terminals; now employed as manager. Desires change where prospects are for advancement on merits. Address Merits, Box 9, Grain Dealers Journal, Chicago, Illinois.

ARE YOU looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal. manager? Let the Want Ad Man get one for you.

SITUATION WANTED.

MAN WITH 12 YEARS' EXPERIENCE wants position in the grain trade. Can furnish best of references. Address Trade, Box 8, Grain Dealers Journal, Chicago.

POSITION WANTED as Manager in some country elevator. Eleven years' experience. Best of references. Can make immediate change. Address Immediate, Box 8, Grain Dealers Journal, Chicago.

Under SITUATIONS WANTED you will find a capable manager, grain buyer or traveling solicitor. The man who has enough push to advertise his services in a high class trade journal is the kind of a man you want.

COMPETENT Grain man of several years experience desires position as manager of Farmers or Line Company elevator in good town. Good bookkeeper and best of references furnished. Address Grain Man, Box 4, Grain Dealers, Journal, Chicago.

MANAGER, with fifteen years' experience, wishes position with reliable Grain Co. Have had experience in handling side lines. Middle-aged, married. Can furnish references. Address Implement, Box 10, Grain Dealers Journal, Chicago, Illinois.

POSITION with Reliable firm wanted by experienced solicitor with innumerable friends among shippers in Iowa, Minnesota, and South Dakota. Have also had terminal and country experience. Address B-3, Box 9, Grain Dealers Journal, Chicago, Illinois.

COMPETENT GRAIN MAN 37 years of age, 15 years' experience managing Country Stations in Illinois, one year soliciting consignments for Indianapolis house, wants position as traveling solicitor or manager for Country Station. Best of references. Address Indianapolis, Box 8, Grain Dealers Journal, Chicago, Ill.

YOUNG MAN twenty-six years old wants Position. For the last three years have been manager of a Grain and Feed Manufacturing Business. Am familiar with the supervision, purchasing, selling—export and domestic—and the manufacturing of various feeds. Desire change. Address Domestic, Box 10, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as elevator foreman, 5½ years' experience, 6 months railroad clerk; single, ex-service man. Handle steam, gas or electric power. Good mechanic. Central states preferred. Former employer as reference. Address Ex-service, Box 9, Grain Dealers Journal,

DON'T GET "DOWN IN THE DUMPS" and be discouraged because you have no position. What you need is a Journal Want Ad. There is a job for you and do not forget it. There is a job for every man of industry and good habits. The Journal reaches the man who is looking for you and tells your case to him. No other method is so good for getting a job in the grain line. No other method converts discouragement into encouragement so quickly.

POSITION WANTED as manager of Farmers Elevator Company. Have had nine years' experience as manager and made money every year; from 12 to 105 per cent. Familiar with all side lines. Have taught bookkeeping and commercial law in business college. Good community booster. Single; thirty years old. Not afraid of competition. References: Bank and present employers. Am employed at present but can leave on short notice. Address Commercial, Box 8, Grain Dealers Journal, Chicago, Illinois.

WANTED—Seed buyers to get the benefit of this classified advertising which costs only 25 cents a line. A circular sent to our subscribers would cost \$130 for postage alone.

SITUATIONS WANTED.

POSITION WANTED as manager of Farmers or Line Co. elevator. 6 years' experience. Can furnish bond. Married. Address Bond, Box 9, Grain Dealers Journal, Chicago, Ill.

CAPABLE, experienced man wishes position as manager of grain elevator for line company, or would consider location as 1st man. Can furnish references. Address Capable, Box 9, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED GRAIN MAN wants position as Elevator Manager or Grain Buyer. Can furnish best of references. Am employed at present but desire change. Kansas preferred. Address Kansas, Box 2, Grain Dealers Journal, Chicago, Illinois.

AN ADVERTISER in our Situations Wanted Columns says after one insertion: "I have so far received about five letters and who knows how many more I will get before the week is over. The Journal is the best advertiser of all the papers I know."

MANAGER—Young man, single, twelve years' experience managing country stations in Illinois, is now open for position. If you want a good live-wire with record and references to back it up, answer quick. Address Oglesby, Box 9, Grain Dealers Journal, Chicago, Ill.

COMPETENT GRAIN MAN of many years' experience wants a position as manager of Farmers or Line Elevator Company, in good town—Indiana or Illinois preferred. Good bookkeeper. Good references and Bonds furnished. Can take position the first of the year or sooner. Address Manager, Box 10, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED GRAIN MAN Wants position as manager for line elevator company, Iowa or Nebraska preferred. Am thoroughly capable of handling large volume of business, have had four years experience buying grain. Married—age 27. Must be a man sized job with a good future. Can furnish best references and bonds. Am at present employed but desire change for best reasons. Ready after November 1st. Address Best Reasons, Box 5, Grain Dealers Journal, Chicago, Illinois.

AN AGGRESSIVE, energetic business man possessing initiative, wishes position. Experienced as branch manager of private wire houses handling futures and cash grain; freight department of railroads; mercantile agency collection manager. Adequate knowledge of law. Good education and executive ability—thoroughly reliable and dependable. Married, and now employed, but open for a satisfactory change and opportunity where loyalty, hard work and ambition count. It might prove mutually beneficial to address Silver, Box 10, Grain Dealers Journal, Chicago, Illinois.

MACHINES FOR SALE.

"Our ad in your paper brought us numerous inquiries, showing that you are reaching the HEART of the TRADE."

FOR SALE: BIG LOT of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elvtr. and milling line. A. D. Hughes Co., Wayland, Mich.

ENTIRE CONTENTS of small but first class flour and feed mill at Cedarville, Ohio, for sale, including first class gas engine, scales, belting, grinding machinery, corn sheller, etc. Inquire The Hagar Straw Board & Paper Co., Cedarville, Ohio.

HALL DISTRIBUTORS For Sale. We have three 8 duct 6 inch spout Hall Distributors for sale; these were taken from a house we recently wrecked and are in good order. Will sell them cheaply.

DAVIS BROS. & STEVENSON,
La Rose, Illinois.

THE FOLLOWING EQUIPMENT For Sale:

- 1—Double Stand of 9x18 Allis Rolls, New.
- 4—Double Stands of 9x18 Rolls—several makes.

- Above rolls suitable for corn grinding.
- 1—20" Ball Bearing Monarch Attrition Mill.
- 1—16" Unique Attrition Mill.
- 1—No. 1 Monitor Receiving Separator.
- 1—No. 2 Cranson Scourer.
- 1—Cracked Corn Grader and Separator.

THOMAS McFEELY COMPANY,
717 Heed Bldg., Philadelphia, Penn.

MACHINERY

For Grinding, Elevating and
Conveying all kinds of grain,
of standard makes, from
smallest to largest
capacities.

**Big
Stock**

**NEW
AND 2ND
HAND
REBUILT
FLOUR
MILL
MACHINERY**

**GOOD
AS
NEW**

We have the Largest
Stock of 2nd Hand Flour
Mill and Elevator Machinery
in the World.

Belting, Pulleys, Shafting, Elevator
Buckets and Conveyor Bolting
Cloth and Roll Grinding.

Write for Net Price Book No. 73-B

B. F. GUMP CO.
THE MILL SUPPLY HOUSE
431-437 South Clinton Street, CHICAGO, ILL.

MACHINES FOR SALE.

FOR SALE CHEAP—One Sandwich Portable elevator No. 400, complete, together with one new 4 h.p. engine. For particulars write THE KEMPER GRAIN CO. Board of Trade, Kansas City, Mo.

RISSEY ROLLINS CO., of Kankakee, Illinois, write "You may discontinue our Ad in the Journal as we have sold most of the material and the Ad helped do it."

ALL NEW MACHINERY and Accessories for a complete Sifter Mill with a daily capacity of thirty to thirty-five barrels, ready for delivery. Results Guaranteed. Address Box 9, G. J. 57, Grain Dealers Journal, Chicago, Illinois.

IF YOU WANT A MACHINE that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

ATTRITION MILL for sale. One Bauer Bros. 19-inch Attrition Mill equipped with 2—10 h.p., 3 phase, 25 cycle, 220 or 440 volt Wagner Motors. The Defiance Gas & Electric Co., Defiance, Ohio.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc. Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,
9 S. Clinton St., Chicago, Ill.

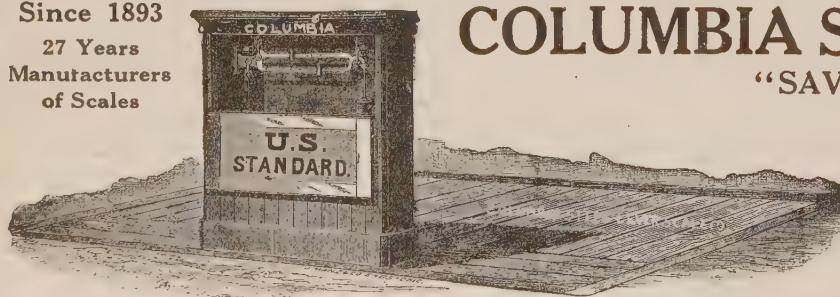
MACHINE WANTED.

PORTABLE CORN SHELLER and loader, three hundred bushels per hour capacity, wanted at once. Address The Early & Daniel Co., Cincinnati, Ohio.

MACHINE FOR SEWING filled grain bags. Wanted. Union Special Machine preferred. Send full particulars and cut from catalog to FROEDTERT MALTING COMPANY, Milwaukee, Wisconsin.

Say you saw it in the
Journal
When you write our advertisers
Thanks

Since 1893
27 Years
Manufacturers
of Scales



COLUMBIA SCALES are the BEST

"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market—COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

Telephone Albany 4
2437-43 N. Crawford Avenue

COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

We maintain a large modern repair and testing department where we overhaul any make or capacity of scale, also keeping a good stock of repair parts. Competent men furnished to take out and install your scale.

ENGINES FOR SALE.

10 H. P. FAIRBANKS OIL ENGINE For Sale, complete with magnet. Engine has been used very little. Address St. John Grain Co., Worthington, Minnesota.

ANY KIND, ANY SIZE, ANY PRICE gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

30 H.P. STOVER ENGINE For Sale. Engine latest type, new, used about two weeks. Reason for selling, replaced by motor. Priced worth the money.

MOSS MEAD GRAIN CO.,
Nevada, Missouri.

FOR SALE—One 20 horsepower Mogul engine used two years. Guaranteed to be in A No. 1 running condition. Reason for selling, putting in more power and electric equipment. Also one 7 horsepower auto engine, gasoline burner. Write us for prices. Community Flour & Grain Company, Park River, N. D.

DYNAMOS—MOTORS.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamo—Motors" columns of the Grain Dealers Journal, Chicago.

BARGAIN SALE OF SHELF WORN SCALE TICKETS.

Shelf worn and sample books at greatly reduced prices.

Two No. 19GT, Scale Ticket Books; covers are slightly bent and soiled from being handled, but tickets are in perfect condition. Four tickets to a page, 125 pages to a book, with manila duplicates, and five sheets carbon. Each ticket perforated so may be easily removed. Order No. 192GT. Reduced price \$1.00 a book.

Four No. 73, Scale Ticket Books; covers slightly bent, but tickets in perfect condition. Four tickets to a page, with perforation down the center of each page, so outer tickets fold back over. Carbon paper inserted between the two will give perfect duplicate. 125 pages to a book, or 500 tickets and 5 sheets carbon. Order No. 734. Reduced price 90 cents per book.

One No. 51, Scale Ticket Book, in perfect condition, with the exception that it is shelf worn. Book contains five tickets to a page with stubs, 100 pages to book, tickets perforated so may be easily removed. Order No. 511. Reduced price 75 cents.

Three No. 62, Scale Ticket Books, tickets in perfect condition, covers slightly soiled and bent from being used as sample. Book contains 100 pages in duplicate, each page having eight tickets, perforated so may be easily removed, also 4 sheets of carbon. Order No. 620. Reduced price 90 cents a book. Also have one No. 62, which is torn in the binding, tickets same as described above. Order No. 621. Reduced price 75 cents. Another No. 62 we have was bound with some pages wrong side up, but is otherwise in perfect condition. Can be used by turning book up side down. Has full 800 tickets in duplicate and 4 sheets carbon. Order No. 622. Reduced price 75 cents. Two books No. 62 were bound with only 500 tickets in each, but are otherwise in good condition. Order No. 623. Reduced price 80 cents each.

Two No. 23, Grain Scale Books, of which the covers are slightly soiled. Each book contains 240 pages, having room on each page for receiving 41 loads. Each has a 28 page index so each farmer may be given a page. Ruled and printed on ledger paper, bound with cloth sides, keratol back and corners. Order No. 232. Reduced price \$2.50 each.

All prices are f.o.b. Chicago and good while supply lasts.

GRAIN DEALERS JOURNAL,
305 So. LaSalle St., Chicago, Ill.

DO YOU want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

STEAM ENGINES, BOILERS.

TWO HENRY VOGT Water Cube Boilers For Sale. 130 Horse Power each. In good condition.

KENTUCKY FEED & GRAIN CO.,
Louisville, Ky.

STEAM ENGINE—One Houston Stanwood & Gambie Company 35 h.p. Steam Engine and Boiler, size 12'x48", for sale. Both in first class condition.

C. R. LEWIS & COMPANY,
Box 57. Springfield, Ill.

RUSSELL STEAM ENGINE for sale. One 40 n.p. Russell Steam Engine, 75 h.p. boiler and water heater complete and in first class condition. Runs every day until January first—when we will move into more spacious quarters. Address Essex Roller Mills, Essex, Iowa.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

FEED MILL FOR SALE.

INDIANA FEED MILL FOR SALE.—Ill health has forced me to put my up-to-date and well located Feed Mill of the Market at a Big Sacrifice. The Mill is doing a splendid business. All books open for inspection. Building and Machinery in good condition. Priced for immediate sale is far below present replacement value. Grounds included.

BUZAN & HASTINGS,
Temple Court, Washington, Ind.

OFFICE SUPPLIES.

WE BUY and sell Multigraphs, Addressographs; Duplicators, Folders. Less than half price. Guaranteed one year. Office Machinery Co., 22-F Quincy St., Chicago.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

SCALES FOR SALE.

100 TON 50 FOOT FAIRBANKS Railroad Track Scale with all steel for setting same, for sale. All in Perfect condition. Very Cheap.
C. E BIRD & CO.,
Minneapolis, Minn.

SECOND-HAND SCALES OF ANY make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

SCALES WANTED.

WANTED—HOPPER SCALES of 2,000 bushels capacity and with or without the steel hopper. In good condition. Address Marshall, Box 10, Grain Dealers Journal, Chicago, Illinois.

TRUCK SCALE for sale. One Heavy Type "P" 10-Ton Fairbanks Morse Truck Scale—never unboxed. Having disposed of our business we offer this scale at a bargain. Write or wire the Railsback Grain Company, Ashland, Nebraska.

MISCELLANEOUS WANTED.

BALED CORN HUSKS OR SHUCKS Wanted. The Hamilton Co., New Castle, Pa.

"The Very Best of Service" after 20 years

The following letter describes another example of Otto performance:

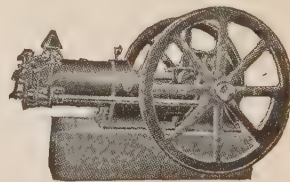
"Oakdale, Neb., Sept. 1, 1920.
"We are still using the 21-horse power Otto that was installed something like twenty years ago, and it is giving the very best of service. The only repairs we have required in all those years have been igniter points and insulation.
"The engine is used to operate the pumps that furnish water for a town of 800.
(Signed) "CHARLES H. FRADY,
"Village Clerk."

Since 1876 hundreds of Otto Engines have made records like the above. If you are interested in stationary engines—gas, gasoline or kerosene—you should have an Otto Catalog. A post-card will bring you a copy.

Models up to 50 H. P. in stock.

Otto Engine Manufacturing Co.

3219 Walnut Street, Philadelphia, Pa.
15-17 S. Clinton St., Chicago, Ill.



KEEP POSTED

GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

..... bus.

State.....

Use Universal Grain Code and Reduce our Bills.

SEEDS FOR SALE—WANTED

Field and Grass
Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass and Dogstail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, J. Oliver, seed merchant.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds.

INDIANAPOLIS, IND.

Dawson & Co., field and garden seeds.
Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed & Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., grass and field seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., seed merchants.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants
Radwaner Seed Co., I. L., fld. & gr. seeds, ex. impts.

OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. LOUIS, MO.

Kellogg-Huff Commission Co., seed grains, field seeds.
Manglesdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses & hay.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.
Flower Co., The S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.Crabbs Reynolds Taylor Company
CRAWFORDSVILLE, INDIANABuyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

FarmerSeed & NurseryCo.

Growers of Northern Grown
SEED CORN, CLOVERS, TIMOTHY
AND ALFALFA
FARIBAULT - - MINN

LOUISVILLE SEED COMPANY

INCORPORATED
LOUISVILLE, KY.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES FIELD SEEDS

North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS
Milwaukee, Wisc.
"THE HOUSE OF QUALITY"

The J. M. McCullough's Sons Co.

BUYERS—SELLERS
Field and Garden Seeds
CINCINNATI - - OHIO

The Manglesdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.
ATCHISON KANSAS

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.
Kansas City, Mo.*If you want regular country ship-
pers to become familiar with your
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GRAIN DEALERS JOURNAL

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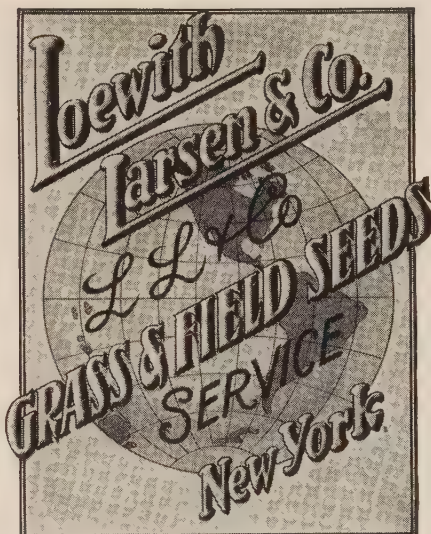
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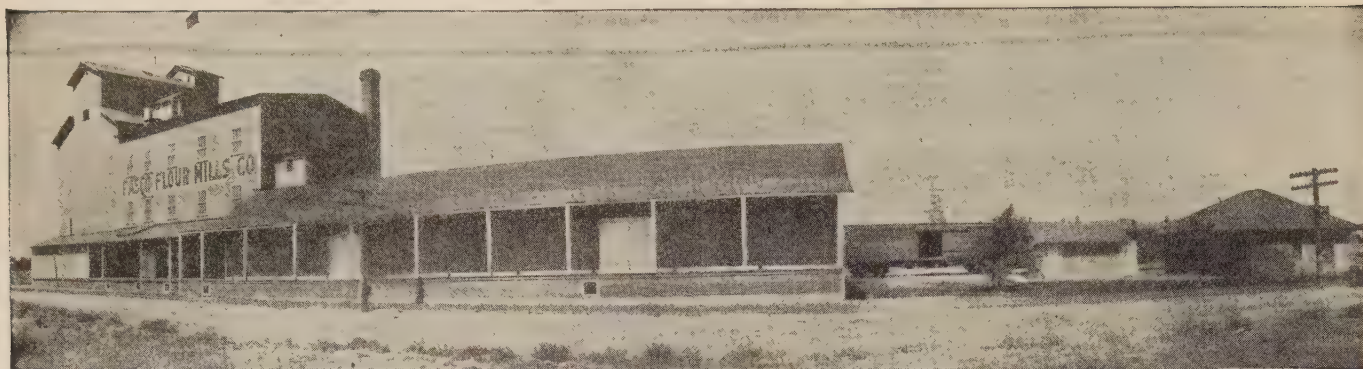
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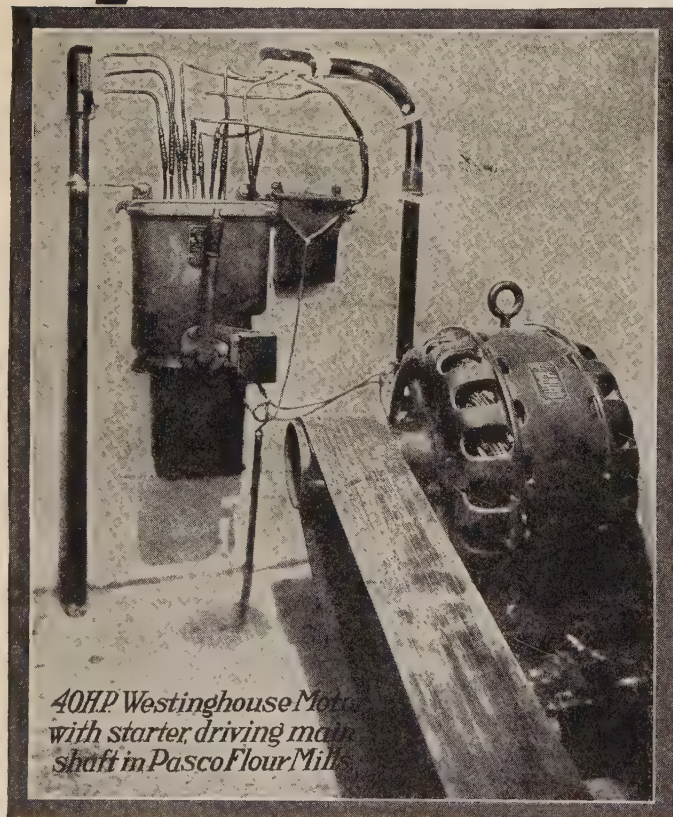
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GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, NOVEMBER 25, 1920

THE FARMERS' STRIKE will be a failure. They have no grafting business agents or hired sluggers.

CLEAN elevators are not visited by dust explosions and fires do not spread rapidly when started. Keep the plant clean and tidy.

CANADIAN FARMERS holding 15,000,000 bus. of wheat at the head of Lake Superior have too much in the show window. The buyer looks at the big stock and waits.

THE METRIC system propaganda received a deserved setback in the adoption of resolutions against this confusion of weights and measures by the American Railway Ass'n at Chicago recently.

SIDE LINES may be profitable for the elevator man when everyone is on the high road to prosperity and prices are rising, but when his large stock of salt, lime, lumber and cement remains big, in the face of declining markets, he wishes he had no side lines. Holding any commodity for a rise is a wild speculation unless you are well posted on the probable changes in supply and demand. Keep your stock moving even if you must advertise.

COUNTRY BANKS carrying loans on grain find themselves with two classes of these loans on their books—the hedged and the unhedged. Where the holders of the wheat protected themselves against loss by selling a future on the Exchange the banker can rest easy. Where the holder was ignorant or despised this modern facility, the banker who is overextended faces the necessity of closing his institution.

NORTH DAKOTA BANKS seem to be greatly discouraged over declines in the market value of grains. Thirteen of them have closed their doors in the last ten days, but the Non-Partisan League still holds itself blameless.

THE LAST of the licenses required by the Food Administration from dealers in food products was withdrawn by the President Nov. 15 and all rules and regulations were cancelled. Now if Congress will repeal the Lever hoarding act every dealer will be happy.

NORTH DAKOTA farmers are said to be hauling their grain many miles to markets in adjoining States, in order to get away from the ridiculous State grain inspection. Evidently the grain growers are becoming weary of the regulation, waste and extravagance of the Non-Partisan League.

THE FIRST FIRE loss of the season, credited to the ever dangerous overheated stove, occurred in an elevator at Richmond, Me. Many others will occur before the winter is over. Of course, you will take every precaution to prevent your elevator being numbered among those burned from this cause.

A **GRAIN ELEVATOR** operator at Melfort, Sask., is credited with establishing a delivery service for the farmers of that section, so as to expedite and facilitate the marketing of their wheat. The station buyer installed a number of large motor trucks and immediately laid claim to the lion's share of the station's business.

COUNTRY DEALERS who see cars leaking grain in transit seem to have forgotten that they can help the owners of the grain to recover, by reporting the leaks to the Journal. It costs you little effort, yet it may save a brother dealer all of his profit and some of the capital invested in his last shipment. Have a kindly consideration. Report leaks promptly.

DID YOU EVER check over your scale weight entries and find that in reducing pounds to bushels you gave Mr. Farmer credit for nineteen bushels too much? That's the way one Illinois elevator operator made a good profit on a rainy day, and he didn't take in any grain. If any of the errors you make against your own bank account are to be corrected, you must do it, when business is slack.

ACCOUNTING METHODS in use at country elevators have been so greatly improved during recent years, the wonder is every grain elevator operator does not now resolve to start the new year with a simple, labor saving, error preventing system that will inspire both his customers and his financial backers with confidence and relieve him from a world of worry.

THE ELEVATOR OFFICE which is kept in order and ready for business is inviting to the wandering farmer looking for a place to market his grain. The grain dealer who permits his office to become headquarters for the Checker Players' Union or the Nail Keg Club, throws discouragement into every prospective customer who ventures into the office when the clubs are in session. Keep the office for business.

THE TRADE experiences of your brother grain dealers as reflected by the many decisions of the Supreme Court and arbitration committees are worthy of careful study, by every dealer who hopes to avoid the pitfalls of the trade. It is impractical to employ an experienced lawyer to supervise the terms and conditions of every contract, but intensely profitable to keep posted regarding the experiences of others and be guided by their expensive blunders.

CAR CONDITION REPORTS have become so popular that many of the smaller markets are now furnishing such reports to every shipper. The Denver Grain Exchange is the latest organization to help shippers in detecting the cause of shortages in shipments and it now furnishes reports on car condition for a small fee. Shippers everywhere owe it to themselves to encourage this work, in the hope of determining the exact cause of more of the shortages in their shipments.

GRAIN DEALERS who get in trade tangles should not hesitate to make use of our "Asked-Answered" department. Our editors have an indexed file of all the decisions bearing on grain trade matters, which have been rendered by the State supreme courts and the U. S. Federal courts in recent years, and if a clear, concise statement of the essential points at issue is always presented, our replies to legal snarls should be helpful. The service is free.

BURSTING elevators always indicate quite forcibly that someone has blundered, and generally it is the owner. Either he failed to select a competent builder or else neglected to specify the house needed to handle his business. So many country elevators are overrated as to storage capacity and strength, the wonder is more of them are not wrecked by overloading. A more intelligent study of the facilities needed and a careful supervision of construction would result in much stronger and more convenient elevators.

PRICE DEFLATION has hit the grain grower too hard. The fall in the price of wheat and corn has been far more rapid than the drop in the price of coal and most of the articles of consumption on the farm. It seems unjust, but it expresses the economic truth that each year there is for each commodity a seasonal overproduction and a seasonal overconsumption. The period of overproduction spells low prices, and the period of overconsumption, as coal in winter, spells high prices. Next spring the coal miner is most likely to find himself in the sad position of the corn grower to-day.

CITY WORKERS face a dubious future when the present readjustment has worked itself out to the point that the products of the farm exchange for a greater quantity of manufactured goods than before the war, as forecasted by a statistician of high repute at the annual meeting of the Illinois Grain Dealers Ass'n. Cereals have fallen so far and so fast that the goods made by the factory hands must be cut two-thirds. Hides have led the way to pre-war prices and cheaper sole leather promises cheaper belting and shoes to the elevator operator.

SALT WATER has always been recognized as a powerful foe to fire. A grain dealer at Kackley, Kans., sends his testimonial of the efficacy of this solution, through the use of which he recently saved an elevator. He writes: "A bucketful of brine water seems to extinguish more flames than many times that amount of fresh water." That is the experience of every fire fighter who has put the two fluids to a test. The time to fight fire is before it gains headway. Then a few buckets of salt water or calcium chloride solution will extinguish the flames and save the property. The elevator man who has not such equipment at all convenient points about his plant, owes it to himself to instal such equipment quickly.

A TRADE RULE defining "capacity car," both when no pounds are stated, and when the approximate capacity is given, profitably could be given the attention of the trade rules com'ites of the state and national ass'ns. Carloads have been defined by the grain exchanges and some ass'ns of shippers; but since some dealers persist in contracting for the vague "capacity car" it might well be defined officially. In their judgment the com'ites could well adjust the matter of loading 10 per cent over the marked capacity, or to within 24 inches of roof, and still be a good tender on contract. Absence of such a rule led to an arbitration case, a Supreme Court case and a controversy in "Asked—Answered," all three reported in this number of the Journal. Read each carefully and be cautious.

DELAYED REINSPECTION often means a big loss and whether it should be borne by the buyer or the shipper hinges on the notation made by the inspector on the inspection certificate, as to whether the car was too full for sampling or for any other reason could not be properly inspected. The regulations of the official grain inspection departments require the transfer of such notations from the sampler's ticket to the inspection certificate, and the rules of the exchanges permit buyers to delay reinspection only when such notation has been made on the certificate. Failure to have this notation on the certificate in two instances, at Detroit and at Kansas City, led to an arbitration and a controversy, as reported elsewhere in this number of the Journal.

GRAIN GROWERS may establish selling agencies in every terminal market, and gain admission to every grain exchange, yet they will never have their shipments handled with greater dexterity than has been done by the exchange receivers throughout the years. These men not only know how to market to best advantage each grade of grain received, but how to protect and promote the interests of their shippers. Competition has spurred them on to make every effort to foster the interests of their shippers. Only the most efficient have survived, and it is with these men that the growers must compete if they are to enter the receiving business, so that even though they do gain admission to every grain exchange, the farmers' selling agencies cannot hope to do even as well for their members as the licensed receivers have done heretofore.

THE COUNTRY ELEVATOR operator who has made money handling the present crop, should write a book explaining just how it was done, and make more money selling copies to his brother dealers. If more of the farmers could secure sufficient credit to hold back their corn and oats, it would help to hold up the market prices on these grains and enable all to realize better prices. However, the tenants and the farmers who have notes to meet cannot be expected to hold on long, even though the agitators promise enormous returns early next year.

KANSAS shippers and grain dealers generally will be much elated by a single reading of the State Supreme Court's censure of a defendant who defaulted on a contract when the market declined. See decision elsewhere in this number. If all defaulters of the grain trade were always shown up as clearly as the defendant in the Kansas case, the readers of the trade would soon have a selected list of preferred customers. Contract jumpers are entitled to much more free publicity than they get. Do you maintain a Hall of Shame for those you prefer not to trade with?

CLAIMS against the railroads for loss or damage to grain shipments would be paid more promptly if all shippers would accompany each claim with authentic copies of the important papers proving ownership, shipment, and loss. Many of the claim departments are so cluttered with poorly supported claims that much time of the claim department employes is consumed in investigating the merits of the claim. Many claims are ignored simply because the claimant has neglected to accompany his claim with the necessary proofs.

IT ALWAYS SEEMS easy to put a belt onto a running pulley, but even experienced elevator managers get tripped now and then, and pay for their over-confidence with their lives. There are a dozen good clutches on the market which can be thrown into gear without stopping the machinery and without endangering the life of the operator. Their cost is so small they should be installed at every point where power can be saved and thus eliminate the opportunity for accident to operators who attempt to save power by this old-time, dangerous practice. The Montana manager who was killed while attempting this trick can not be helped, but his loss should serve to warn others.

THE FARM BUROS have found much favor with grain growers because of the promised "cutting out of the so-called middleman." In other words, the buro seeks to cut out the independent middleman, the man who invests his own money in facilities, and devotes all his time, thought and study to the economical marketing of the products he buys, while most of the time, strength and energy of the agitators who seek to displace the established marketing agencies is devoted to agitation and self-praise. The amount of money lost by farmers who had faith in the farm buros' ability to handle wool profitably, would seem sufficient to stir the farmers to do some close thinking, but the farm buros seem to be finding the farmers very easy picking, regardless of their wool experiences.

SHIPPERS' liability for the full amount of the freight on shipments made is clearly defined by the decision of the Supreme Court of New Hampshire published elsewhere in this number. Evidently it is of prime importance to every grain shipper that he insist upon having the receipted freight bill for every shipment he makes or at least positive evidence that it has been paid. The present B/L according to the courts makes the shipper the contractor for the transportation and hence the guarantor of the freight charges.

MORE ROOM is needed about machines to give the machine tenders a better opportunity to watch the working of each machine and to oil its moving parts. So many fires of unknown origin burn perfectly good elevators, the insurance companies specializing in this class of property must soon charge extra for the installation of fast-running machines or machinery in inaccessible places. Weary workmen skip all such first and most frequently. Elevator owners and operators will promote their own interests by doing everything in their power to facilitate and encourage careful watching and frequent oiling. Reduce the fires and also the cost of insurance.

MIXED CORN is meeting with much disfavor with the Miami Valley dealers of Ohio, and many of them are refusing to accept it, excepting at a discount of 3c a bushel under yellow corn. Grain dealers everywhere owe it to themselves and to their farmer patrons to exercise every influence in their power to encourage farmers to grow pure varieties of every kind of grain. It is easier to find a profitable market for pure varieties; hence, it should be always to the advantage of the grower to refuse to grow any but pure varieties. The best seed obtainable is generally a profitable investment, because it insures larger returns from the same soil and the same effort in planting, cultivation and marketing. Mixed grains generally sell at a discount in every live terminal market; hence, the country elevator operator should discriminate against it in his home market.

FREIGHT RATE increases have become so common and frequent that the existing freight charges are considered to be much in excess of the needs of the railroads. Hence, the Wholesale Grocers Ass'n of Florida has seen fit to come forward with a ringing resolution, protesting against further increases, and petitioning all representatives in Congress to enact legislation to prohibit common carriers from increasing interstate rates, fares and charges without the permission of the Interstate Commerce Commission. The grocers very clearly point out that it is a practical impossibility for shippers to check every tariff issued and to keep track of all changes and to prevent unauthorized increases. The railroads have pushed their advantage too far. Declining prices of all commodities now make it necessary for transportation rates to drop in keeping with the declines in the markets. A refusal to reduce rates will serve as a further discouragement to shippers and buyers in all sections of the country and effect a further reduction in the quantity of freight offered. Let us get back somewhere near normal.

Distress Due to Meddlers.

Trading in May wheat will soon be started again by the grain exchanges of the U. S., if the best interests of all concerned are considered. Demand for government regulation of trading in grain has caused many speculators to withdraw from the market. The meddling attitude of the Federal Trade Commission and the different committees flopping about with the expressed desire of finding some method of getting the farmer's crops from farm to consumer for less money, has driven many men from the market who would otherwise have carried millions of bushels.

Stocks have not been large on the present crop, but the volume of trading in futures has been exceedingly small. Then, too, the British Commission has purchased only when it felt certain the market had reached the bottom.

With the beginning of the new year, more of Europe's needs will be supplied through private channels, and it may be that the various commissions and committees which have gloated over their success in striking terror to the heart of the speculator, will see the error of their ways and seek new fields for agitation. The farm strikers who do stick to their pledge and hold back their grain may help some to hold up prices, but the tenants and the farmers who are hard up for ready cash will be likely to keep sufficient grain moving to market to supply all domestic needs without much of a bulge in prices. If hungry Europe could only establish a long line of credit on this side of the water, all our farm products would go across at good figures.

State or Federal Control of Rates.

With the closer supervision of the rail carriers under the federal Transportation act guaranteeing the certain return on the invested capital the Interstate Commerce Commission feels the responsibility of raising rates to a point where the revenue will reach the desired level.

In New York, Illinois and Nebraska the state commissions did not follow the rate advance in full, and in New York the federal commission has brot the question to a focus by an order to the carriers to raise their rates in defiance of the state commission.

The federal commission has not been responsive to the rights of the shippers in the past. The Commission allowed the rights of the shippers to destination value to go into the discard until brot up with a sharp turn by a court decision in the McCaull-Dinsmore case. Only recently has the federal commission awakened to the necessity of imposing some degree of liability on the telegraf companies. Were it not for the sake of uniformity the grain shippers would profit by the states retaining full sovereignty over rates.

As the New York controversy is likely to get into the courts it is interesting to speculate on the probable decision. Rate making is a legislative function; and the Congress can have no more power over state rates than expressly given by the U. S. Constitution. If the rate of freight on a certain commodity between two points in the same state is fairly remunerative as shown by statistics in the

possession of the state commission it is difficult to understand how the federal commission can enforce a higher rate. The dicta of the state or federal commissions probably will have to yield to a judicial inquiry as to what the rates ought to be.

To Abolish Boards of Trade.

A Kansas farmer, a member of the state board of agriculture recently elected to the state senate, is talking vociferously about a bill he proposes to introduce into the next session of the state legislature to abolish all boards of trade within the state.

The gentleman might just as well prohibit public marketing of all kinds of farm products. He proves his ignorance of what constitutes a board of trade by his threat. When intelligent men learn that a board of trade or a grain exchange is simply a well regulated trading place, a place designed to permit the free expression of the various factors entering into the buying and selling of commodities, they may come to recognize in a small measure the great blessing of these public trading places. Not only do the grain exchanges and the boards of trade require traders to abide by their contracts, but the rules also seek to maintain the trade on a higher level of business ethics than is found in most of the merchandising lines.

Business is conducted there on a narrower margin of profit than will be found in any other line of human endeavor. The only reason the Kansas lawmaker is outspoken against the boards of trade is that he does not understand their functions. Many things would be done in an open, unregulated market that would never be tolerated on any grain exchange.

The Claim Agents Reform.

Grain shippers everywhere have much cause for encouragement in the matter of claims against grain carriers. The meeting of freight claim agents held in this city last week (see report in this number) discloses quite a different attitude from that generally held by freight claim agents and the resolutions adopted showed a determination to co-operate with inspection and weighing buros and shippers' organizations to the end that causes of loss or damage may be determined and corrective measures adopted.

Heretofore, the railroad claim agents have attempted to maintain that no freight was lost or damaged while in care of the railroad, and they paid claims just to appease the shipper and not because shippers were justly entitled to compensation.

An intelligent study of the causes leading to loss and damage claims is not only going to interest shippers but all railroad employes, and should result in a marked reduction in the number and the amount of the claims. Never before have the claim agents expressed any interest in how the losses and damages were caused. Their new position is an entire reversal of their old attitude and one which will immediately enlist the hearty co-operation of shippers of all commodities.

Grain shippers who sell grain for a specified

delivery are often penalized far beyond the market value of their grain, by the carrier's failure to deliver. They have never expected to obtain full compensation for their losses and damages, but none will enter into the new campaign for the prevention of loss and damage claims with more zest than the grain shippers. Not only will they heartily wish the new campaign every success, but they will strive to their mightiest to help attain it.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Erie 69063 was set out of a train at Manito, Ill. some time on Monday night, Oct. 25. Car was reported having a hot box and we discovered it was leaking yellow corn from under the sheathing at one end. Not much had leaked out. My man and I repaired it so that the leak was entirely stopped.—A. R. Harbaugh, Smith-Hippen Grain Co.

C. R. I. & P. 48613 passed thru Bigelow, Mo., on Oct. 18 going south on the C. B. & Q. Car was leaking wheat at the grain door.—H. E. Combs, mgr. Farmers Elevator Co.

B. & O. 97560 passed thru Bigelow, Mo., on Oct. 18 going south on the C. B. & Q. Car was leaking corn thru broken door.—H. E. Combs, mgr. Farmers Elevator Co.

M. C. 6351 passed thru Bigelow, Mo., on Oct. 18 leaking wheat at the grain door. Car was going south on the C. B. & Q.—H. E. Combs, mgr. Farmers Elvtr. Co.

I. C. 34019 passed thru Central City, Neb., on Oct. 18 leaking wheat at the side. Helped conductor make repairs.—L. E. Nugent, agt. The Hord Co.

B. & O. 70829 was set off at Chester, Neb., on Oct. 15 for repairs. Car was leaking wheat badly at the draw-bar.—Brown Lumber Co.

— 120830 passed thru Lakeville, O., on the Pennsylvania Lines on Oct. 11 east bound. Car was leaking wheat badly.—James Hudson, mgr. Farmers Equity Exchange.

Pa. 52105 passed thru El Paso, Ill., going north on the Illinois Central on Oct. 9 leaking wheat. Car had an Updike Grain Co. tag.—El Paso Elevator Co.

U. P. 137157 passed thru El Paso, Ill., going south on the Illinois Central on Oct. 9 leaking wheat. Car had an Updike Grain Co. tag.—El Paso Elevator Co.

— 68282 passed thru El Paso, Ill., going south on the Illinois Central on Oct. 9 leaking wheat. Car had an Updike Grain Co. tag.—El Paso Elevator Co.

L. & N. 91166 passed thru Scott City, Neb., on Oct. 8 leaking wheat at side.—S. Bucknell, mgr. Farmers Co-op. Elevator Corp.

CEREAL production of all kinds in Spain showed a big increase this year. The production figures given by Vice-Consul Winthrop O'Hara show that 3,772,000 metric tons of wheat, 1,969,000 metric tons of barley, 706,900 metric tons of rye and 548,000 metric tons of oats were raised in 1920 compared with 3,517,649 metric tons of wheat, 1,781,000 metric tons of barley, 595,750 metric tons of rye and 477,770 metric tons of oats.

RICE GROWERS not in the agreement with the rice millers have obtained a modification of the arrangement for the milling of rice, thru the intervention of J. P. Wooten, U. S. District Attorney at Little Rock, Ark., whereby there will be no discrimination against non-members, complained of by the growers. The growers had alleged they could not get their rice milled unless they agreed to allow the millers to dispose of it as they saw fit.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Recovering Insurance on Stored Grain.

Grain Dealers Journal: What is the legal status of claims against insurance companies in case of fire where one is holding grain in the elevator which is not bought.

We do not have a license to store grain but often we hold grain here that is not sold to us. We have been in the habit of keeping same fully insured and advised the owners of same that we were keeping their grain properly protected against fire loss.

In case of fire could we collect the insurance for the parties to whom the grain belongs acting as their agent. In other words, do we have the right to insure another person's property, with their consent while it is in our house?—J. W. Bookwalter, mgr. Farmers Grain Co., Gardner, Ill.

Ans.: In general no one not the owner can collect insurance; but the owners of the stored grain could authorize the elevator company to collect the insurance.

The grain and mill mutuals cover this by the wording of the contract of insurance, the policy containing a clause expressly covering grain held in store and not owned, for the benefit of the elevator company. As far as the mutuals are concerned the elevator company has a right to insure another person's property with or without his consent. The mutuals are out to protect the elevator companies who pay for the insurance, and will not quibble over the legal right of the company to pay for stored grain that burned, or take refuge in the right of the elevator company to refuse to pay the loss because it is not legally liable for loss on stored grain.

Illinois Proportional?

Grain Dealers Journal: What is meant by shorts covering or shorts buying and shorts selling? What is meant by longs buying and selling?

What is meant by clearances?

What is Illinois proportional billing?

When does Argentina harvest its different crops?

What is the object of commission firms quoting sales so many cents over or under December?—J. P. Highberger, mgr. Farmers Union Elevator Co., Harper, Ia.

Ans.: A "short" is one who has an outstanding contract for the delivery; as the opposite of a "long" who has an outstanding contract for the acceptance of grain. The "short" promises to deliver; the "long" promises to take the grain when the delivery month rolls around.

Short "covering" is a closing out of these open contracts by buying in. Short selling is putting out new contracts for delivery. Long selling is sales by those who already had the futures bought, to get out of the market.

Clearance is the actual departure from port of a vessel loaded with grain as indicated by the filing of papers with the port authorities.

So-called "Illinois proportional" is the division, or proportion, to Chicago, of thru rates to eastern trunk line territory (Buffalo, Pittsburgh and east) from points, mostly in Illinois. Settlement with country shipper is made on the basis of this proportion.

Argentina harvests wheat in December; corn in March and April.

Grain is quoted over or under December in order to make an offer that will hold good all day or the next day without the necessity of sending new quotations constantly, as cash grain fluctuates much the same as the near future delivery. It simplifies trading, as an exporter or miller who may have December bought, will give up that future to the firm which sells him the cash grain. Anyone having received an offer so many cents over December can ascertain the cost to him at any time by reference to the continuous quotations for December received over the ticker.

Taking Surplus Grain to Account?

Grain Dealers Journal: In the "Asked—Answered" department, page 888 of Nov. 10 the Journal makes answer to question with reference to loading 92700 lbs. into an 80,000 capacity car on an 80 M car contract, which we believe to be in error.

J. R. Pickering, transportation superintendent of the C. R. I. & P. Ry., issued a circular No. 138, giving tare weight and load limit as follows, on an 80,000 capacity car:

Tare weight.	Load limit.
30,000 to 31,900	100,000
32,000 to 33,000	98,000
34,000 to 35,000	96,000
36,000 to 37,300	94,000
38,000 to 39,900	92,000
40,000 to 41,900	90,000
42,000 to 43,900	88,000
44,000 to 45,900	86,000
46,000 to 47,900	84,000
48,000 to 49,900	82,000
50,000 to 51,900	80,000
52,000 to 53,900	78,000

Under the urgent necessity of using equipment to its full capacity, it was necessary to load cars to the full limit, and in our opinion where the car was sold on an 80 M car contract and loaded to its limit, it is applicable on such a contract. In fact, we have loaded a good many cars ourselves in this manner. John O'Brien, grain manager, El Reno Mill & Elevator Co., El Reno, Okla.

[As the upper load limit tenderable on contracts for capacity cars has not been defined by any trade rules the Journal will be glad to hear from readers with reference to any custom that may be considered established. The few dealers to whom the question has been put state that buyers can not be required to take more than 10 per cent over. With the falling markets the question becomes a serious one.

How much over the capacity can the buyer be required to accept on a contract for a "capacity car"?—Ed.]

Influence of Foreign Exchange on Wheat Prices.

Grain Dealers Journal: I have noticed many references to foreign exchange affecting the price of our wheat and I would appreciate it greatly if someone would explain exactly how a declining foreign exchange depresses prices of our grains and especially of our wheat. What difference does foreign exchange make between the price of our wheat in Minneapolis and in London, Paris and Berlin? How long is foreign exchange likely to depress our wheat prices?—Alfred Minot, N. D.

Ans.: A declining foreign exchange depresses prices on our wheat and everything of which we have a surplus for export if the foreign country to which the grain is shipped has another source of supply in a country where its own rate of exchange has not declined. If we have a practical monopoly of an article and the foreigner must buy of us the price in this country will not be depressed, but the price of the article in the foreign country will be unduly advanced.

For example: India, Argentina and Australia are wheat exporting countries. If the pound sterling is at par or at a premium in those countries while the pound is at a discount in the United States the pound sterling will buy more wheat in those countries than in the States. Moreover, when the foreign governments or the private importers have information that their exchange is likely to be depressed for some time to come they will route their ships to other countries and ignore offers of wheat from the United States.

Fundamentally the fluctuations in foreign exchange are affected by the balance of trade between the two countries and by the debasing of the currency within either of them. Grain merchants do not concern themselves with the reasons, but trade on the exchange quotations furnished by the banks thru which they remit or collect.

Canadian wheat sold to the United States nets the seller \$1.00 for only 90 cents worth of wheat on account of the premium on United States money in Canada. Nov. 19 New York banks quoted Canadian money at a discount of \$110 per \$1,000. That is, a Canadian dollar was worth only 89 cents in New York. The Canadian grain dealer could sell a bushel of wheat in the United States for \$1.78 and pay the Canadian grower \$2, less freight, etc. The effect of this is to encourage the shipment of wheat from Canada to the United States and temporarily to cut down the demand for homegrown wheat in the States. The effect is to depress the price of wheat here. If Canada would cease

buying coal, corn and manufactures from the United States the difference in exchange would disappear.

A similar situation is fast developing in Argentina. That country during the war and until a few weeks ago was on an even basis of exchange and at times the U. S. dollar was at a slight discount in Buenos Aires, on account of the heavy purchase of Argentine commodities for shipment to the United States. This summer the buying power of the United States disappeared, but the South Americans continued importing goods from North America until their credit in New York was exhausted. The Argentine peso that was worth 96 cents at par now has dropped to 80 cents in U. S. money. When the Argentine crop come on the market in January there will be twice the inducement to ship it to the United States than there has been for shipments of wheat from Canada. The grain dealer can buy a bushel of Argentine wheat at Buenos Aires for \$2, or two pesos, the gold value of each being 96½ U. S. cents, or \$1.93 for the bushel, and sell the bushel at New York for \$1.60, U. S. money, plus freight, etc.

How long this abnormal exchange situation will continue no one knows. It is complicated by debasement of currency in some countries such as Italy. The Italian lira normally worth 19.3 cents is worth but 3½ cents U. S. This affords a striking example, as a dozen lemons can be bot for 19.3 cents in Italy and sold in the United States for 3½ cents, plus freight, etc. The California lemon grower has no market whatever for his crop until the Italian crop has been sold.

Did Shipper Get a Square Deal?

Grain Dealers Journal: We consigned a car of milo to Kansas City that was graded by the Kansas state inspector on Sept. 3 as No. 4 milo, 13.8% moisture, 12% wheat, and was sold Sept. 8 by the commission firm by sample at \$2.35.

Sept. 8 the commission company wrote us "Yesterday we could have forced a sale of your car of milo at a low figure, but we just could not help holding the car over one more day and making another effort for you, and we are mighty glad we did, for we got \$2.35 for it by so doing."

Sept. 14 the commission company wrote "Your car 19500 arrived at the unloading elevator in a most deplorable condition. The equipment was poor and the sides of the car and possibly the roof, had been leaking, and the milo was wet, hot and sour and badly caked. Also some weevil had developed. The buyer for the car had a special order for it and his time expired today. He has lost a good profit and he in turn refused the car and we were unable to get anything of the same character to replace it, so as the matter stands now the original sale is canceled and car is being handled for your account, and the only salvation we can see is to enter claim against the railroad company for furnishing such a faulty equipment. We will report further and when we get the car disposed of will make proper claim for your account against the railroad company."

Sept. 18 the commission company wrote: "It is true we did not order this car until the 9th, for we wanted the party to get a private sample on the car, and we did get the sample on the evening of the 8th, as you will see by the inclosed pan ticket. All we had on the car was a door sample. The elevator told us there were about 100 sacks of cane seed in this car, which of course neither of us knew anything about when we made the original sale. If there had been any way to make the sale stick we would have done this; but there is a rule that any sample grade grain or seed on arrival at the unloading elevator and on which the original grade was higher, may be refused by the buyer."

Oct. 6 the commission company writes: "We sold 26,020 lbs. free from cane seed at \$2.08 to a party who had a small car of mixed seed loading out of the elevator where your stuff was. Then the elevator people mixed the 11,572 lbs. of cane they found back in the car with the balance of the milo, with the exception of possibly a thousand or fifteen hundred pounds of the very poorest of it. The car was finally loaded out day before yesterday, and we were unable to get \$1.75 for it on yesterday's market, but sold it today at \$1.76."

Oct. 13 the commission company wrote: "We have finally gotten the elevator charges and succeeded in selling 1,365 pounds of screenings from your car No. 19500 P. R. R. The balance of it still showed some live weevil and contained all of the cane seed, and yet it graded out No. 2 and got by. It was a splendid job of handling considering the fact that this elevator did not have a drier and there were several hundred pounds of stuff taken from some of the sacks and around the edges of the car, that was absolutely gone up and valueless. It shows how hard it is to get a fair sample out of sacked stuff. We wish you had told us there was weevily seed in the car, and we wish

also that you had tried to explain to us just how the car was loaded and about the cane seed."

As a matter of fact there was not over 3 bushels of wheat in the car, just what was in the automatic scales, and they are 5-bushel scales; and I can not see where the inspector got 12 per cent. There was no cane seed in the car at all. If they do not know the difference between red kafir and cane seed they need a new inspector.

After selling 26020 lbs. out of this car, leaving 69520 yet to dispose of they claim there was 11572 pounds of cane in the car and after mixing it with the milo it graded No. 2 milo. Can you beat it?

We saw no weevil in the car when we loaded it here, but weevil will hatch out mighty fast in seed that gets hot.

This car stood on track in Kansas City until Sept. 14 before it was set at elevator to be unloaded and it was found to be hot.

Inspection certificate of the Missouri State Department issued Oct. 1 grades sample of No. 19500 to be "Sample grade, mixed milo maize, 13.40; kafir mix, live weevil; heating in spots." Weight certificate of the Missouri grain weighing department states 19500 P. R. R. milo, 56685; milo, 27409, 271 sax; cane, 11572 lbs., 118 sax; damage 1604; 6 sax wet.

Inspection certificate of Missouri state department issued Oct. 4 grades car No. 131451 Sou. No. 2 milo maize, 13%; 5% broken.

I would like to know who ought to stand the loss on this car. I do not think it right that I should stand the loss after the car stood around so long.—S. L. Gamble, mgr. Farmers Grain & Feed Co., Elkhart, Kan.

Ans.: When the sampler declares that he is unable to get a fair sample by reason of the grain being in sacks or car loaded too full the grade assigned is subject to correction and the time for rejection is extended, as provided in the following rule of the Kansas City Board of Trade:

Sec. 11 of Rule XV of the Kansas City Board of Trade provides:

"Purchasers of commodities sold in carlots upon the open Board during trading hours upon which samples are exposed shall be deemed to have purchased by sample and grade, and a purchaser of commodities bought of members may have the cars tendered as a delivery upon such contracts sampled by an official sampler.

"If such sample shall appear to the purchaser to be of an inferior quality to that of the sample and grade upon which the purchase was made, the purchaser may notify the seller thereof and reject the car by 1 o'clock p. m. of the second succeeding business day, and the purchase shall be adjusted as provided herein-after. But if the rejection is not so made, the purchase shall be construed to be agreed to by both parties and be final. Provided, always that if the car, on account of loading, or if for any other cause the sampler can not make proper sample (and the certificate of the sampler to that effect shall be proof sufficient) and the purchaser shall so notify the seller by 1 o'clock p. m. of such second day the time of sampling and rejection shall then extend to such time as proper sampling can be made, provided the car remains within the jurisdiction of this Board. Provided, further, that any charges accruing on account of inability to secure such sample shall be paid by the seller.

"In all cases of rejection, either buyer or seller may call for reinspection, and the purchase and sale, except on grain to arrive or grain to be delivered from Kansas City elevators, shall be completed on the basis of the reinspection at a price conforming to the average market difference between the original sample and grade and the sample and grade on reinspection."

It is evident that the Kansas state inspector or sampler probed only into those sacks that happened to contain the wheat. This did not affect the sale, as the buyer would have rejected the car on account of heating and weevil even had the first inspector called it No. 1.

The loss is due to the leading condition of the car, sufficient proof of which is afforded by the weight certificate; made worse by the delay in switching the car, which delay is chargeable to the railroad company.

The entire loss should be made good by the railroad company. Claim should be made in the usual way, supported by affidavits of the condition of the maize when loaded.

If the buyer rejected the car without having a notation by the sampler that he could not make proper sample, the rejection is wrongful, the sale sticks and the buyer is the party to make claim against the railroad. Close scrutiny of the grade certificate fails to show any such notation, which should have been copied off the sampler's ticket by the inspector. As the rec-

ord does not show whether or not buyer had a certificate from the sampler that proper inspection could not be made the question as to whether buyer or seller should make claim to the railroad company for damages is left open.

Is Seller Entitled to Certificate of Outturn?

Grain Dealers Journal: We sold a car of wheat to the Buckeye Elevator & Grain Co., Richmond, Ind. The wheat was billed to Kraus & Apfelbaum, Battle Creek, Mich., by order of the buyer, who gave check for 90 per cent of invoice June 25, 1920, when car was shipped.

We have never been able to make settlement with them. They claim they never received the outturns, and Kraus & Apfelbaum write me they have settled with the Buckeye Elevator & Grain Co., but will not send me weights and grade. Neither will the buyer. I would like to have official weight and grade on this car.—Roscoe Roosa, mgr. Williamsburg Co-operative Ass'n, Williamsburg, Ind.

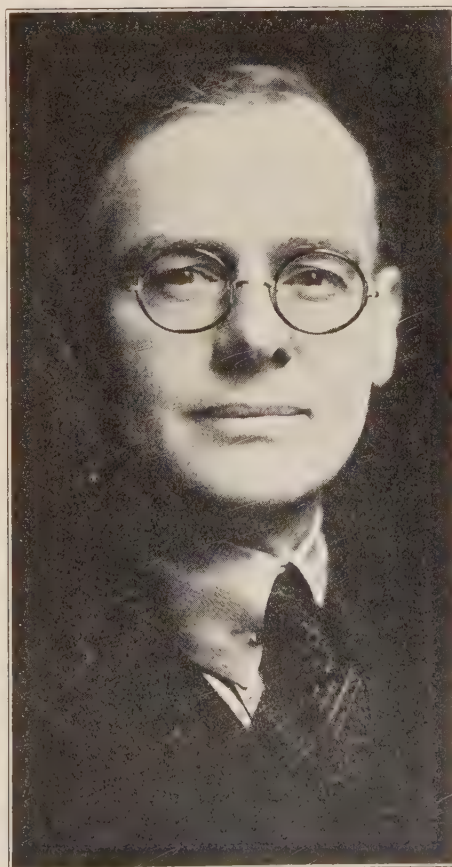
Ans.: Shipper is entitled to destination weights when the contract calls for settlement on such weights. If grain is sold shipper's weight, of course, he is bound by his own invoice; but should be able to collect the 10 per cent margin left. After allowing a reasonable time for papers which may have been mislaid or lost in the mails, to turn up, shipper should insist on full payment.

New President Omaha Grain Exchange.

The many friends of Charles H. Wright of the Nebraska-Iowa Grain Co. will be pleased to learn that the Omaha Grain Exchange has honored him with election to its presidency.

Mr. Wright has long been an active member of the exchange; in fact, was one of the charter members. He served the organization one year as Treasurer, two years as Vice-President, and on many important committees.

His long and active connection with the trade at Omaha brings to the office of President a ripe experience which should be helpful to the market. He has the active support of a good following among the membership and all look forward to his term in office as one of real helpfulness to the trade.



Chas. H. Wright, Omaha, Neb.

Hearing on Telegraf Liability.

The telegraf liability case on unrepeatable messages, known as Cultra v. Western Union, No. 11524, will come up for oral argument in the rooms of the Interstate Commerce Commission at Washington 10:30 a. m., Dec. 10.

To Consider Trading in May Wheat.

When the grain exchange com'te of six-teen appointed by the conference called by former Wheat Director Julius H. Barnes on May 7 decided that future trading in grain should be resumed on the exchanges as stated in the Journal July 10, page 74, it was thought best not to trade at first farther in the future than the March delivery.

Several months have passed since this com'te came together, July 7, and meantime the Winnipeg Grain Exchange has begun transactions in wheat for the May delivery, two months farther advanced than transactions on the United States exchanges.

Accordingly a meeting will be held by the com'te of 16, representing the exchanges at Chicago, Minneapolis, Kansas City, Milwaukee, St. Louis, Duluth, Omaha and Toledo, in the Board of Trade building at Chicago Nov. 27, to discuss the advisability of starting trading in May wheat. In corn and oats the exchanges for some time have been conducting trade in May and July delivery.

Government Exhibit at Grain and Hay Show.

The United States Department of Agriculture will have a comprehensive exhibit covering 3,000 square feet at the International Grain & Hay Show which will open at Chicago Nov. 27 and continue one week. Arrangements for the big Government exhibit have been made thru Prof. G. I. Christie of Purdue University who is directing the Show.

Hundreds of farmers in the United States and Canada will compete for the \$10,000 in cash prizes offered by the Chicago Board of Trade for best samples of grain and seeds for the purpose of encouraging improved farming. The number of exhibits will exceed 3,000 and will represent colleges, universities, state experimental stations, grain and seed associations and individuals in practically all central west, southern and western states, as well as western Canadian provinces.

Particular attention will be given to improved methods used by colleges in experimental work in Michigan, Missouri, Louisiana, Kentucky and Wisconsin. A large part of the Louisiana state fair will be transferred to Chicago for the purpose of showing the remarkable development in the raising of rice, sugar cane and cotton. One of the largest exhibits will be from the Michigan Crop Improvement Association. The U. S. Department of Agriculture will place a mammoth educational exhibit, giving special attention to insects and diseases injurious to farm crops and will suggest measures for control.

The Show will be held in connection with the International Live Stock Exhibition.

ALGERIA's governor general has been authorized to purchase either foreign or domestic cereals until Aug. 1, 1921.

GERMANY's visible supply of breadstuffs indicates that 1,600,000 bus. of grain will have to be imported before the next harvest.

A MARKET for the sale of grain for future delivery has been opened in Montevideo, capital of Uruguay, South America.

THE NATIONAL HAY Ass'n will hold its next annual convention at Chicago, Ill., says Pres. of the Ass'n R. M. White. The date will be Sept. 6 and 7.

THE BUREAU OF MARKETS and the Government Crop Reporting Bureau of the U. S. Dept. of Agriculture are to be combined into one bureau in order to get away from the duplication of effort.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Must Increase Purchasing Power of Farm Products.

Grain Dealers Journal: The farmer is the big purchaser of all manufactured commodities, but the declines in the prices for grain cut down his purchasing power so much he is buying very little. The wages of labor must be reduced so as to place its products within reach of the farmers. The farmer will not continue to produce foodstuffs if he can not exchange them for factory products on an equitable basis. Factory prices must come down or grain prices be boosted. Which will it be? Kentland Grain Co., Kentland, Ind

Fighting Unfair Railroad Leases.

Grain Dealers Journal: About 4:30 p. m. Sept. 21, 1914, a spark from a passing C. M. & St. P. R. R. engine was blown on to the roof of the power house of my elevator and elevator, office, power house and warehouse were burned to the ground. No one saw the fire start, but a train passed my elevator a few minutes before the fire was first seen. As the wind was in the right direction a spark was doubtless blown on to the roof of the power house. The fire could not be put out and it was with difficulty that nearby elevators were saved. If they had caught fire most of the town would have gone up in smoke. My elevator was not being used at the time and had not been for two years but the warehouse was being used to store machinery (wagons and plows) and also egg cases belonging to other parties. Telephone poles belonging to our local telephone company were on an adjoining lot and were damaged.

All this property, of which I do not know the value, was destroyed at this time from this fire which started in my elevator. This property belonged to three different parties, two of whom filed claims with the railroad for loss and I understand received \$800 in settlement of claims. The third party filed a claim after the other parties had settled with the Railroad company. None of these claims were ever taken into court. The railroad company paid them of its own free will and never asked me to settle them, which I think I could have done cheaper than it did.

The insurance companies began action in my name to collect damages from the railroad company because its locomotive set the fire. At the trial the railroad company denied having set the fire and tried to prove it did not set it. Its witnesses said the spark arrester in the engine was in good condition.

The question as to paragraphs 6 and 8 in C. M. & St. P. ground lease contracts was brought before the court and the Judge ruled that they should be sustained and took the case from the jury. We lost and the case was dropped, so far as we were concerned, except that we gave notice of appeal to the supreme court, but for various reasons the case was never presented to the court.

About four years after the fire the railroad company served a summons on me to show cause why I should not pay the \$865 for what its attorneys say they paid for claims on account of this fire, with interest on same from Oct. 21, 1914. Railroad bases its claim on paragraphs 6 and 8 of the land lease. The railroad company in its complaint admitted that it set this fire, which before it denied. We

answered the summons and refused to pay the claims.

It is not necessary to give my grounds of defense only to say that I am using this same contract as part of my defense, where it says if building is vacant without written consent of the railroad company the contract is void, and the railroad agent knew the building had not been used except as stated in first part of this letter, but the rent had always been paid when due.

Since Nov. 1918 nothing of importance took place in this case except continuance from one term of court to another until the Summer of 1919.

The railroad attorneys then got busy and secured depositions from all witnesses that they want to testify in court and prepared to bring the case into court. After an examination of the evidence they had secured they decided that they did not care to bring the case to trial. The State attorneys for the R. R. Co. went to Chicago and secured permission from the legal department of the C. M. & St. P. R. R. Co. to drop the case and the same was dismissed.

We always felt that the railroad company had no grounds on which it could collect anything and we would not be bluffed into settling out of court. It appears that the attorneys thought the same as we did or they would not have dropped this case. The question of the legality of certain parts of these "ground leases" have not yet, so far as we know, been passed upon by the supreme court of this state.

The essential part of C. M. & St. P. Co.'s ground lease bears on damage by fire and is covered by paragraphs 6 and 8 which deal with liability for loss in case of fire communicating from lessee's property to adjoining property. Yours truly, C. J. Dickson, Scotland, S. D.

When Cash Handlers Bear All the Risks of Ownership.

Grain Dealers Journal: Newspapers devoted much space to a report that midwest Congressmen propose to stop speculation in grains. It is assumed that the movement is directed against speculation as conducted on organized grain exchanges, for the Congressmen must know that it would be utterly impossible to move the grain crops of the country without speculation.

Under existing conditions, with the futures market functioning properly, the country elevator man may hedge his grains. In other words, just as soon as he has bought grain from the farmer, he may sell it for future delivery in the pit at the terminal market. In this way, the elevator man's risk, or speculation, is eliminated. The elevator man still owns the grain and will continue to own it until it is shipped to the terminal and disposed of, but the professional speculator owns the risk.

If there were no futures market, the elevator man after buying the grain from the farmer would have on his hands an out and out speculation from the time he bought the grain in the country until it reached the terminal market and was sold. His chances for loss during this time would be enormous. In order to protect himself against such losses he would pay the farmer less for the grain than he is able to pay under the present marketing conditions. This is merely one of the many useful advantages of the futures market.

We now have a free open market in which the world's buyers and sellers meet on equal ground. Should the futures market be destroyed, the business of marketing grain doubtless would resolve itself into a gigantic combine, and not a farmers' combine either, but in all probability a terminal elevator combine which would completely control the situation, including prices.

With a futures market, no grain dealer is compelled to speculate who does not wish to speculate. Without a futures market, everyone who handled grain would be compelled to speculate.—Your truly, Hulburd, Warren & Chandler, Chicago.

Why Elevators Are Built So High.

Grain Dealers Journal: The letter from Miles & Olson, in the Journal for Nov. 10th, under the heading "Why Build So High", was, we believe, read with interest by all engineers who seek economy in the designing of grain elevators.

The modern concrete elevator is constructed by the use of movable or "slip" forms, which are usually built about four feet in height. As the concrete for the walls, columns and beams is poured, the forms are continuously raised, by means of jacks, from the foundation to the roof, and there, to give a further full measure of service, are utilized to form the temporary deck on which the concrete roof slab is poured.

Practically the whole building is thus erected, with one simple form, at great saving in lumber and labor, and moreover, is done in a surprisingly short time, the building literally growing out of the ground.

The measure of economy in any form work is its cost per cubic yard of the concrete poured in it. A set of movable forms may be used, say to erect bins fifty feet in height and then discarded, but obviously they could be carried to a height of one hundred feet, thus building bins of twice the height and twice the capacity, with no further cost for forms, so that in the second case, the cost of the forms per yard of concrete poured, would be only one-half that in the first case.

In providing for any desired total storage capacity, this idea of "the higher the cheaper" might, of course, be carried to a ridiculous extreme, which would be one very small bin carried to an excessive height. As your correspondents have pointed out, an elevator should be provided with a sufficient number of bins to handle satisfactorily the several grains and the different varieties produced in the territory served.

After the number of separate bins is determined upon, the best solution is considered to be a compact plan arrangement covering a comparatively small area, the walls to extend to a height sufficient to provide the total capacity desired. A governing consideration is the load carrying capacity of the soil, and the height of the building should not be made so great that the pressure on the ground would become excessive.

In addition to providing for the fullest use of the movable forms, the compact plan arrangement effects savings in excavation, and in foundation slabs, floors and roofs, for the number of square feet of ground and floor area in the case of a square building, measuring, say, thirty feet on a side, is only one-half that of a building measuring forty-two feet on a side.

It is, of course, true, as stated by Miles & Olson, that the greater the height of the building, the more power required to elevate the grain. This means that the higher building will require, assuming electric power, a larger motor in the first instance, and a continued increased operating cost for current consumption.

Making allowances for friction losses, we can figure that an elevator leg, having a capacity of 2,000 bushels per hour, will require one horse power for each fourteen feet in height that the grain is raised. A 7½ horse power motor will, therefore, satisfactorily operate a 2,000 bushel leg, having a lift of 105 feet. For 70 feet lift, a 5 horse power motor would serve. The difference in height of the buildings, which is 35 feet, would indicate the difference, for the same total storage capacity, between a well designed elevator and one that was not.

The added cost of the larger size motor and additional buckets, belt and casing required for the higher leg, would be small when compared to the saving in the cost of construction secured by building the taller elevator, and therefore need not be considered.

So far as the consumption of power is concerned, in this case we would, with the larger motor, be continually using $2\frac{1}{2}$ horse power more than required with the smaller, and it might be pointed out that this would be an increase of fifty per cent.

It would not be advisable, however, to base conclusion simply on the ratio of power used in one case to that used in the other, but rather to determine what the added cost of operation would be in dollars and cents.

If we assume a price of \$0.02 per kilowatt hour for current, one horse power (746 watts) is available for one hour at a cost of \$0.0159, which, allowing for the loss of efficiency in the motor, we may increase to \$0.02 as a maximum.

An elevator handling, in one season, a total volume of 200,000 bushels, would, assuming three elevations to receive, clean and ship the grain, be required to elevate 600,000 bus. of grain. This, at the rate of 2,000 bus. per hour, would require 300 hours. At the rate of $2\frac{1}{2}$ horse power per hour, we have 750 horse power hours to charge against the taller leg. The extra cost per season would therefore be only \$15.00, and the extra cost per bushel of grain handled, would indeed be negligible. Yours truly, Burrell Engineering & Construction Co., W. J. Larkin, Jr., Mgr. Engineering Department, Chicago.

Why Waste Power Elevating Dirt?

Grain Dealers Journal: The letter of Miles & Olson, in the Journal for November 10, reminds me of an interrogation I have often put to the elevator man who places his cleaner in the cupola and installs a long, iron spout to divert the dirt and screenings to a dust house outside the elevator.

In Ohio and at some points in Michigan, the practice is quite common with both millers and grain elevator operators to have a cleaner installed on the ground floor where the elevator operator and the customers can readily see what it is doing.

In those States it is a common practice for buyers to refuse to pay grain prices for dirt and screenings. They simply take the dirt out of the farmer's grain and give it back to him, paying him only for the actual grain received. They also get the dirt out of their elevators and should receive better prices for the clean grain they ship.

The elevator man who has a cleaner installed in his cupola must elevate all the dirt and then provide an expensive spout to take it away. The elevator operator also finds it necessary to visit the cupola oftener, in order that he may see the work the cleaner is doing and to keep all bearings oiled and in working order.

It would surely prove far more economical if all the cleaning were done on the first floor, where the machinery could be watched and regulated without the expense of time and power of carrying both the dirt, the machine and the operator to the cupola in order to effect the separation.

A cleaner of large capacity can be depended upon to remove all dirt from farmers' deliveries in short order and send the cleaned grain on its way to dustless bins without delay.

This would not only reduce the fire hazard of the plant, but also reduce the dust explosion hazard, and make the elevator a pleasanter place to work and the inspection of the house easier for the insurance inspector.

If anyone can bring forward any practical reason for not concentrating the machinery on the first floor, where it can be easily oiled and regulated, I would be pleased to know of it.—I. B. S.

Relief from Liability Clauses in Railroad Ground Leases.

Grain Dealers Journal: The objectionable and unreasonable clauses in Railroad leases, protecting the railroads from their own negligence in the operation of their locomotives, has been a thorn in the flesh for years to the warehouse and elevator owners located upon or near the way lands of the Railroads and of course to Insurance Companies who insure these properties.

Some years ago, the first case arose in Iowa as to whether the clauses in these leases were contrary to public policy. The case was taken by us to the United States Court and that Court rendered an opinion that so far as the public policy of the State of Iowa was concerned, the leases were not void in that State. That is as far as the Supreme Court went and that is all they decided.

Following this decision, a number of State Courts, without apparently considering the matter, have held that the leases were valid and of course since these decisions have been handed down, the Railroad Companies have continued to insert all sorts of clauses in their leases with the result that a person signing one of these cut throat affairs, obligates himself not only to release the Railroad from any claims it may have, but he indemnifies and holds the Railroad harmless in a great number of instances for the whole conflagration, even though it may destroy a whole town.

Not only is the owner liable when he signs one of these leases of the Railroad, but if he sells his mill or elevator, the purchaser thereof becomes liable to the Railroad and cannot recover for his own loss even though he had no knowledge of the existence of the lease or its terms or conditions. This was so held in the case of Surface vs. Chicago, Milwaukee & St. Paul Rwy. 191 Ill. App., Page 261.

Because of these leases, in a great many instances the insurance companies are obliged to charge the shipper or owner of an elevator upon the way lands of a railroad, additional premiums. Thereby he is put to more expense and cannot fairly compete with an elevator man who has his elevator upon his own ground. If, on the other hand, he tries to fight the lease, takes the Railroad into Court, then he is refused cars by the Railroad and again loses his right to equal competition with the parties whose elevators are upon their own ground.

It would seem that the Interstate Commerce Commission, Courts or Congress would attempt to remedy this evil but so far all efforts have been without success.

The National Industrial Traffic League filed a complaint before the Interstate Commerce Commission. The case was set for hearing on Sept. 11, 1920 but never came to trial because the attorneys for this League and the Railroad attorneys concluded, upon the suggestion of the Railroad Company, that they desired to settle the matter amicably and the result seems to have been that they have eliminated a very few objectionable features in the lease, but the only elimination so far as we are advised is that the Industry or elevator owners are not liable for fire from locomotives operated on the main tracks which are not for the purpose of serving said industry. The only other exception is that the warehouse man or industry is not liable for the negligence of the railway employees on said track, except in case of fire.

We understand that the National Industrial Traffic League has recommended that no further effort be made before the Interstate Commerce Commission to strike out other objectionable clauses in these leases but accept the changes as proposed.

The Farmers National Grain Ass'n also started the matter before the Interstate Commerce Commission and it was assigned for

hearing on Nov. 5, but we have learned since that this case has been indefinitely postponed to a date to be later fixed by the Commission.

Our opinion is that we will get nowhere with the Interstate Commission except possibly a few minor eliminations from the lease, principally as to the liability of the elevator owners for the entire conflagration.

The remedy, in our opinion, is before the State Legislatures or Congress and a united and determined action by parties interested in these obnoxious leases, would, we think, bring this matter about. Already the State of Iowa has passed an act which holds these clauses void and prevents the Railroad from releasing themselves from their negligence, whether gross or otherwise. Other State Legislatures could be induced to bring about the same result.

We are personally very glad to see the question is being agitated and are very willing to do all we can to assist in bringing about the desired result. Yours very truly, Ernest H. Hicks, Chicago.

New Sec'y of Denver Exchange.

The Denver Grain Exchange has planned a program of expansion and aggressiveness and a movement to create a traffic department was one of the first steps taken in order to broaden the market by obtaining if possible equitable thru rates that will enable members of the Exchange to compete with other markets now drawing grain from Idaho, Wyoming, Utah, Eastern Colorado and Western Nebraska, for which Denver is the natural terminal market.

To carry out this program the Denver dealers have employed C. B. Rader as sec'y and traffic commissioner. Mr. Rader is well informed on traffic matters, having been employed by the Mobile & Ohio Railroad Co. for seven years and for a time by the Louisville & Nashville Railroad Co. at St. Louis. While in the traffic manager's office of the M. & O. at St. Louis Mr. Rader in the capacity of executive clerk handled readjustments, compilations of tariffs and traffic and transportation adjustments. A portrait of Mr. Rader is given in the engraving.



C. B. Rader, Denver, Colo.
Sec'y Grain Exchange.

Barber Photo.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

CANADA.

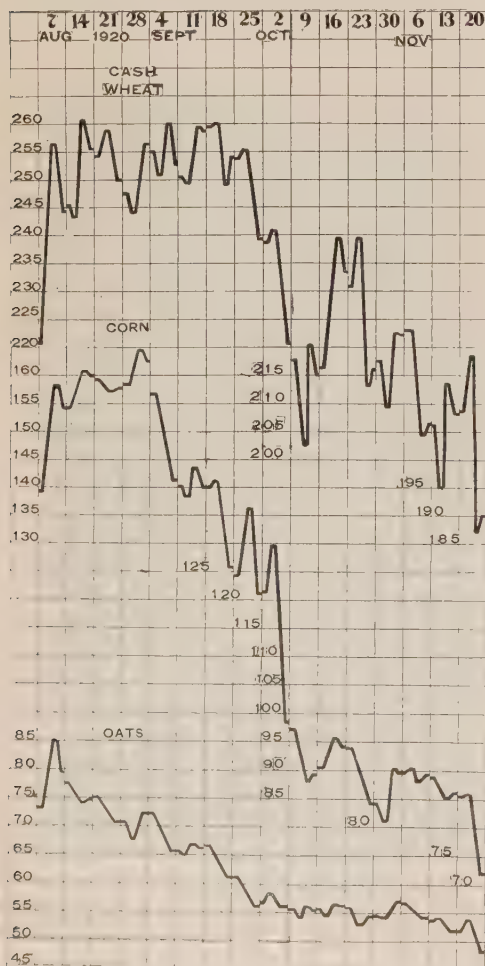
Ottawa, Ont.—Shipments of Canadian wheat by boat and rail through the Lake Shippers' Clearance Ass'n, Fort, William and Port Arthur, during the month of October totaled 25,555,055 bus., which is heavier than the shipments for the same month in 1919 at 20,137,980. Receipts during the month showed a greater proportional increase over last year, or 31,970,197 bus. in 1920, against 19,397,450 bus. a year ago. Total cars inspected of the current year's crop amounted to 47,389. Total of 1920 crop inspected to date being 59,473,195 bus., an increase of over 12,000,000 over last year. Movement of Western oats from the head of the lakes has been lighter this year than last, shipments being 1,835,837, nearly a million bushels under those of 1919.—Canadian Bureau of Information.

ILLINOIS.

Niota, Ill., Nov. 12.—Farmers are inclined to hold all grain.—R. R. Bertschi, mgr. Farmers Elevator & Supply Co.

Cash Wheat, Corn and Oats Fluctuations from Aug. 2 to Nov. 6.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Woodson, Ill., Nov. 13.—About 5% of the wheat is still in the farmers' hands.—Woodson Farmers Elevator Co.

INDIANA.

Monterey, Ind., Nov. 18.—Grain is being held by the farmers for higher prices.—Farmers Co-op. Co.

IOWA.

Hartwick, Ia., Nov. 13.—Not much grain is moving because of corn husking, bad roads and low prices.—C. C. Gay.

Atlantic, Ia., Nov. 19.—No grain is moving at all because farmers are busy picking the present crop of corn and also because they are not satisfied with the price.—Gund Sien & Co., by Shipman.

Des Moines, Ia.—The first new corn to arrive at this market came from Elkhart, Ia., and was received by the Des Moines Elevator & Grain Co. It weighed 53.5 lbs. per bushel, contained 19% moisture and graded No. 4 yellow.

MICHIGAN.

Lansing, Mich.—Percentage of last year's corn remaining on farms on Nov. 10 is estimated at 3.5%. Wheat marketed in Michigan at mills and elevators during October is estimated at 1,270,000 bus. Since August 4,999,000 bus. have been marketed.—Verne Church, Agri. Statistician.

MISSOURI.

Springfield, Mo.—Corn contains considerable moisture and has not yet begun to move, altho at our Afton, Okla., station we have received a few wagon loads, which we will make an effort to shell at our Liberal, Mo., elevator.—F. W. Lipscomb, ass't mgr. Lipscomb Grain & Seed Co.

MINNESOTA.

Miloma, Minn.—Very little grain moving at the present time.—G. C. Chandler, Farmers Co-op. Elevator Co.

Minnesota Lake, Minn., Nov. 3.—Roads are very bad. Grain is moving slowly.—Bennett Grain Co., L. C. Madson, agt.

NEBRASKA.

Hadar, Neb., Nov. 15.—Crops will begin to move to market in a week or two.—Farmers Grain & Livestock Co.

NEW MEXICO.

Clovis, N. M., Nov. 16.—Perhaps 25% of the wheat crop remains in the hands of the farmers.—Robert Stone, mgr. Lester Stone & Co.

OKLAHOMA.

Olustee, Okla., Nov. 13.—About 90,000 bus. of the 125,000 bus. wheat crop, 10,000 bus. of the 30,000 bus. oat crop, and 3,000 bus. of the 8,000 bus. barley crop has been marketed.—W. E. Geer.

SOUTH DAKOTA.

Garretson, S. D., Nov. 12.—No new corn loaded out yet. Corn is just beginning to move. Corn quality is fairly good, but it contains considerable moisture. Corn pickers are short.—E. F. Baker, mgr. Farmers Co-op. Grain & Supply Co.

OHIO.

Columbus, O.—Two or three weeks of weather just below freezing would dry up corn and help bring it to market.—A. H. Cratty, Scott & Woodrow.

Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1920.	1919.	1920.	1919.	1920.	1919.
July 10....	5,771	3,851	35	23	800	1,617
July 17....	8,556	3,393	89	98	322	757
July 24....	6,990	1,112	157	45	1,006	1,142
July 31....	7,033	3,067	43	9	867	2,319
Aug. 7....	6,375	3,651	52	74	353	891
Aug. 14....	7,220	2,620	102	44	9	1,584
Aug. 21....	6,919	4,445	63	67	46	2,141
Aug. 28....	11,253	6,072	122	264	134	1,576
Sept. 4....	6,425	3,848	9	118	52	1,474
Sept. 11....	8,203	7,475	55	42	130	1,411
Sept. 18....	10,902	6,343	67	148	50	1,358
Sept. 25....	10,572	4,690	76	29	116	557
Oct. 2....	7,476	5,917	75	33	112	1,442
Oct. 9....	7,427	2,485	297	28	186	1,007
Oct. 16....	9,345	2,830	323	18	223	1,184
Oct. 23....	7,985	2,920	401	9	368	131
Oct. 30....	8,189	2,453	212	10	275	406
Nov. 6....	7,768	3,865	463	23	238	1,017
Nov. 13....	6,072	5,594	474	69	475	593
Nov. 20....	8,113	4,629	1,061	21	466	957
Total since						
July 1....	165,445	92,810	3,232	1,187	6,154	24,257

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

ILLINOIS.

Niota, Ill., Nov. 12.—Corn is rattling in the cribs, some reports medium, 40 to 50 bus.—R. R. Bertschi, mgr. Farmers Elevator & Supply Co.

Woodson, Ill., Nov. 13.—About one-half an average corn crop in our district, and that is not of excellent quality.—Woodson Farmers Elevator Co.

IOWA.

Hartwick, Ia., Nov. 13.—Corn crop is of good quality.—C. C. Gay.

Atlantic, Ia., Nov. 19.—Much corn is still in the fields. A heavy snow would find thousands of bushels unpicked.—Gund Sien & Co., by Shipman.

MICHIGAN.

Lansing, Mich.—The estimated corn average of 40 bus. to the acre is one of the largest yields on record and 1 bus. more than last year. The quality of corn is unusually good, being about 92%, or 15% better than the average for the past 10 years. About 85% of the crop is estimated to be of merchantable quality. Sown wheat has been aided by the recent rains.—Verne E. Church, Agri. Statistician.

MISSOURI.

Dunlap, Mo., Nov. 20.—Wet, rainy weather early in the month interfered with the husking of corn. Now that the ground is frozen up work has commenced again. The corn crop is turning out good.—S. W.

NEBRASKA.

Hadar, Nebr., Nov. 15.—Condition of corn is very good.—Farmers Grain & Livestock Co.

Superior, Neb., Nov. 15.—Corn around here fine quality and will easily average 35 bus. per acre. A corn picker machine recently put on the market is reported a great success in this section of the country and will pick from 5 to 7 acres per day on hard ground.—The Scoular-Bishop Co.

NEW MEXICO.

Clovis, N. M., Nov. 16.—Threshing of milo maize and kafir has just begun. Quality and yield are excellent.—Robert Stone, mgr. Lester Stone & Co.

NORTH DAKOTA.

Glenburn, N. D., Nov. 16.—Crops were very poor again this year.—Acme Grain Co.

OKLAHOMA.

Olustee, Okla., Nov. 13.—Wheat crop in this section about 125,000 bus. Oats crop about 30,000 bus., and the barley crop about 8,000 bus.—W. E. Geer.

Oklahoma City, Okla.—The average yield of the grain sorghums this year is the best on record. Both grain and forage is very good. Distribution of rainfall favored the greater portion of the west, where the bulk of kafir, milo and feterita is grown. These sorghums are grown in the following proportions: Kafir, 47%; milo, 42%; feterita, 4%; all others, 7%. Practically 20% of the land in cultivated crops in the western third of Oklahoma is devoted to the grain sorghums. Only three years in the past two decades have exceeded this year's corn yield.—Oklahoma Crop Reporting Service.

OPINIONS DIFFER as to the merits of machine corn pickers. Ohio dealers at their recent convention charged broken kernels to the machine. A letter from a Nebraska dealer in "Crop Reports" tells of this machine being a great success.

LOWER WHEAT PRICES have resulted in many Australian growers cutting their wheat for hay this year. It is estimated that 3,000,000 of the 11,000,000 acres of wheat sown has been cut for hay this year. The Australian press estimates this year's crop at 92,000,000 bus. or on an average of about 14 bushels per acre.

Court Against Federal Regulation of State Rates.

The Appellate Division of the Supreme Court of New York on Nov. 10, decided that:

Congress has no power to amend state legislation; its enactments merely supersede or control those of the states where they are in conflict (Second Employers' Liability Cases, 223 U. S. 1, 54), and legislation enacted under the war power only goes to the necessities of the war, and not to the internal affairs of the several states in times of peace. Section 208-a of the Federal Transportation Act does not, by any fair construction of its language, attempt to deal with intrastate commerce, or with the rates of fare within the limits of individual states, except for a limited period within the actual duration of the technical war. Its language is that "all rates, fares and charges, and all classifications, regulations and practices, in any wise changing, affecting, or determining, any part or the aggregate of rates, fares or charges, or the value of services rendered which on February 29, 1920, are in effect on the lines of carriers subject to the interstate commerce act, shall continue in force and effect until thereafter changed by state or federal authority, respectively, or pursuant to authority of law," etc.

The acceptance of the charter by the corporation constituted a contract with the state of New York, and any action which relieves the grantees of the burdens it imposes is in violation of the contract with the state, and is void as against public policy (Paige vs. Scheectady Ry. Co., supra, p. 115, and authorities there cited). The federal transportation act of 1920 repealed, in effect, the act under which the railroads were taken over by the United States, or at least released the respondent from any operation of that law, and there can be no reasonable doubt that, as the chartered rights of the New York Central Railroad came into full operation with the return of the railroad property to its owners, the duties and obligations, constituting a part of the charter contract, followed the rights and are now controlling. The federal transportation law of 1920 does not purport to sever the relation between the charter privileges and the condition upon which those rights were granted; no such power was delegated to Congress and no such power has been attempted to be exercised. The act of Congress simply suspended the operation of existing state law up to the first day of September, 1920, and then, by operation of law—by the force of the contract with the state of New York—the rates established in 1853 became operative, and the duty devolved upon the Public Service Commission of the Second District to compel obedience to the law.

Commissioner Eastman dissented because

he believes the decision goes beyond the Commission's lawful powers. It is his opinion that Congress did not authorize the Commission in this sweeping way to dispose of what it may regard as discrimination against interstate commerce. The law as construed by Commission, Eastman said, falls nothing short of an appellate power "to substitute our judgment as to the reasonableness of state rates for the judgment of the state."

Getting Pay for Grain Door Lumber.

Owen L. Coon, claim attorney of Chicago, in an address before the Nebraska Farmers Grain Dealers Ass'n recently, said:

Many of you have probably had to supply grain door lumber to cooper your cars when the railroad supply was exhausted. You can also get this money back if you go at it just right. But it's a ticklish proposition. Order a new supply of lumber well in advance. If it don't arrive in time, and you need grain door lumber, then ask your local railroad agent IN WRITING to buy some for you at the local lumber yard. He is authorized to do so under the rules of the Interstate Commerce Commission. If he fails to buy the lumber, then go ahead and buy it yourself.

Keep an itemized account of the number of feet applied to each car and make a notation as to the amount of lumber supplied on the bill of lading BEFORE the agent signs it. After you have used up all of your lumber and received a new supply of grain doors, then file your claim for the amount you have spent. But don't send it to the freight claim department. It will never get paid if you do that.

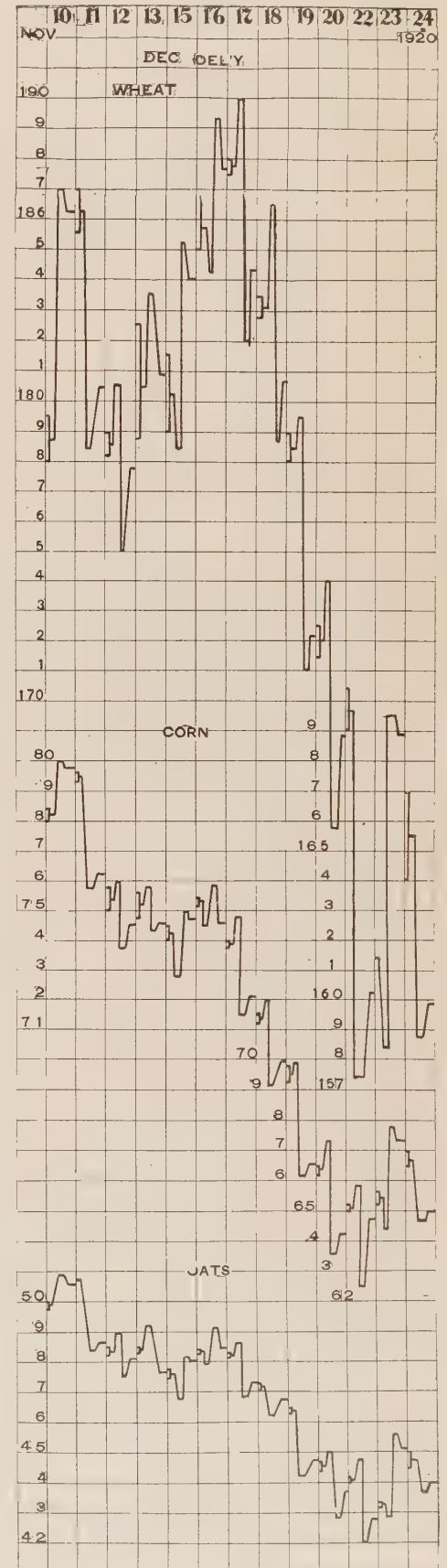
Make up the bill showing the amount of lumber used on each car and the cost of it, and send it to your division superintendent. He will approve it, and send it to the storekeeper. This official will send it to the auditor of disbursements and finally you will receive your check.

A PRIVATE BANK at Homer, Ill., operated by Wiggins & Wiggins was forced to close on Nov. 23 because of the farmers holding their crops as a result of the low prices.

FARMERS who acted upon the advice of their leaders to hold their wheat, and now find themselves compelled to sell at a much lower price, will be wary of such advice in the future. As a matter of fact, the farmer will find that he, himself, is the best judge of the proper time to sell his own property or to hold it. Whenever one submerges his own initiative and acts solely on the advice or opinion of others, the results are invariably unsatisfactory.—L. L. Winters.

Chicago Futures

Opening, high, low and close on wheat, corn and oats for the December delivery at Chicago for two weeks past are given on the chart herewith.



Daily Closing Prices.

The daily closing prices of wheat, corn and oats for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT.

	Nov. 10.	Nov. 11.	Nov. 12.	Nov. 13.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 20.	Nov. 22.	Nov. 23.	Nov. 24.
Chicago	186 1/4	180 1/4	177 1/2	179 3/4	183 3/4	187 3/4	184 1/4	180 3/4	172 1/4	168 1/2	160	168	159 1/2
Minneapolis	177 1/4	170 3/4	165 1/4	168 1/2	172 1/2	174 1/2	169 3/4	166 3/4	159 1/4	152 1/2	147 1/2	156	148
Duluth	177 1/2	172 1/4	167 1/2	170	174	177 3/4	173	169 1/4	163 1/2	158	152	159	151 1/2
St. Louis	189	183 1/4	180 1/4	180 3/4	184 1/4	189 1/4	185 1/2	181 3/4	173 3/4	168 3/4	161 1/2	167 1/2	161
Kansas City	179 1/4	173 3/4	170 1/2	172 1/2	175 3/4	180	176 3/4	172 3/4	162 3/4	155	150 3/4	157	151 1/2
Milwaukee	186 1/2	179 1/2	177 3/4	180	184 1/4	187 1/4	184 1/4	180 3/4	172	169 1/4	160	168 1/2	160
Winnipeg	196 3/4	191 3/4	190 3/4	189 1/2	191 3/4	194 3/4	193 1/2	189 3/4	183 3/4	176	172	178	169 1/2

DECEMBER OATS.

	Nov. 10.	Nov. 11.	Nov. 12.	Nov. 13.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 20.	Nov. 22.	Nov. 23.	Nov. 24.
Chicago	50 3/4	48 1/2	47 1/2	47 3/4	48	48 3/4	47 1/4	46 5/8	46 3/4	43 1/2	42 3/4	45 1/2	44
St. Louis	51 1/2	50 1/4	49 1/2	49 1/2	48	50	49 7/8	47 5/8	46 5/8	45	45 1/2	44 1/2	44
Kansas City	49 1/2	48	47	47 1/4	48 1/4	48 3/4	48	46 3/4	45 1/2	44 1/2	43 3/4	44 1/2	44 1/2
Minneapolis	46 1/4	44 1/2	43 3/4	43 3/4	43 1/2	43 3/4	43 1/2	42 1/2	40 3/4	39	38 1/2	40 3/4	39 1/2
Milwaukee	50 3/4	49 1/4	48 3/4	47 3/4	47 3/4	48 3/4	47 3/4	46 5/8	44 3/4	43 3/4	42 3/4	45	45
Winnipeg	59 1/4	58 1/4	56 3/4	55 3/4	56 3/4	58 3/4	57 3/4	54 1/2	52 3/4	51 1/4	50 1/2	52	52

DECEMBER CORN.

	Nov. 10.	Nov. 11.	Nov. 12.	Nov. 13.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 20.	Nov. 22.	Nov. 23.	Nov. 24.
Chicago	79 3/4	76 3/4	74 3/4	74 3/4	74 3/4	72 1/2	69 7/8	66 3/4	64 1/2	64 3/4	67 3/4	65	65
St. Louis	81 3/4	78 3/4	76 3/4	76 3/4	77 3/4	74 3/4	72 1/2	68 3/4	65 3/4	65 3/4	66 3/4	69 3/4	67 1/4
Kansas City	72 3/4	70 1/4	68	67 3/4	68 3/4	68 1/2	65 3/4	63 1/2	60	56 3/4	56 3/4	59 3/4	57 1/4
Milwaukee	79 3/4	77	74 3/4	74 1/2	74 3/4	74 1/2	72	69 7/8	66 3/4	64 3/4	64 3/4	67 3/4	65

More Than 1,000 Bus. May be Tendered on Carload.

John Hayes of Winfield, Kan., on Aug. 3 over the 'phone sold 2 cars of wheat to M. W. Cardwell, of Topeka, Kan., and sent following confirmation:

"August 3, 1917.
"M. W. Cardwell Grain Co., Topeka, Kansas: We confirm sale to you today by telephone of two (2) cars No. 2 hard wheat at \$2.87 per bu. basis Kansas City. Shipment within ten days via _____. To be billed to Topeka and routed _____. We do not accept any liability (save for our negligence) if grain arrives otherwise than billing instructions.

"Test terms, official grades and weights to govern. Our drafts B/L attached to be paid by you on presentation. It is also agreed that this confirmation is part of a contract, and its acceptance without notifying us of error herein is acknowledgment of contract as above. We reserve the right to route all shipments, except as otherwise agreed upon. * * *

"John Hayes Grain Co."

Defendant Cardwell's confirmation reads:

"August 3, 1917.
"John Hayes Grain Company, Winfield, Kansas: * * * We confirm sale two cars No. 2 hard wheat of 1,000 bushels each \$2.87, basis of Kansas City.

"Grade official, market's difference for lower grade.

"Weights official.

"Shipment prompt.

"Via west of Enid of the Rock Island.

"Bill to Topeka, Kansas.

"This sale/purchase is made subject to sight draft with B/L attached unless otherwise stated hereon. * * *

"M. W. Cardwell Grain Co."

Hayes received defendant's confirmation the following day, and immediately wrote to the defendant:

"We note you confirm two cars 2 hard one thousand bushels each. We will try to furnish sixty capacity cars on this contract. However, most of the Rock Island stuff has been running eighty capacity, and it is probable that you will get eighty capacity cars."

To this reply defendant made no response, and pursuant to this contract the plaintiff on Aug. 9 shipped one carload of wheat, containing 66,000 lbs. Defendant accepted this car of wheat and paid the draft. The market price began to decline on account of the coming federal control. Aug. 10 plaintiff shipped a car containing 1,542 bus., but defendant refused to pay the draft and plaintiff routed this car elsewhere, loading a third car with 64,800 lbs. to apply on the contract, which defendant 'phoned the railroad company to hold at Herington for diversion. The next day plaintiff's draft on this car, for \$2,920 was dishonored. Plaintiff then reduced the draft to \$2,700 but again it was refused. Defendant then wrote plaintiff that the contract was canceled as to the last car because of overpayment on the first car.

When Hayes brot suit defendant alleged there was no meeting of minds as to the amount of wheat purchased, that the contract was unenforceable because it was too indefinite.

The court said, in its decision given Oct. 9, 1920: Any ordinary carloads would answer the terms of the contract, as no special carload capacity was prescribed. When defendant specified carloads of 1,000 bushels capacity, he attempted to inject a particular limitation not covered by the original bargain. The plaintiff did not assent to that limitation. He promptly notified defendant that the prevailing type of grain car in use in that part of the country was one of 80,000 capacity, and probably that was the capacity of the cars which would be furnished to him. Defendant raised no further discussion as to the capacity of the carloads which he had purchased, and he became bound to accept and pay for two carloads whether they were of the larger or smaller size. Strong v. Ringle, 96 Kan. 573, 152 Pac. 631; Commission Co. v. Bushton, 100 Kan. 207, 164 Pac. 275.

There is no merit to the defendant's argument that the aggregate amount of wheat which he had agreed to purchase was 2,000 bus. It was shown by evidence that, even if the carload capacity had been specified, such specification would only be an approximation, and that any carload of wheat may overrun its specified capacity by as much as 10 per cent. Defendant was a grain merchant, and he knew that fact; and the contention that he agreed only to pay for 2,000 bus. of grain, neither more nor less, cannot be countenanced. Plaintiff was clearly within the terms of the contract when he furnished defendant the second and larger carload of wheat, but he did not need to insist on his strict legal right on that point; he might

show some leniency to defendant on account of the falling price of wheat (Dubbs v. Haworth, 102 Kan. 603, 606, 171 Pac. 624), and he could and did lawfully agree with defendant to divert the large carload and to supply a smaller one in its stead upon defendant's expressed assent to waive the matter of delivery within the originally specified time.

The defendant's excuse for dishonoring the draft, that it was drawn for too large an amount, was ill-founded; it was not too large, and the money was then due. He should have paid it. Moreover, he had already exercised an act of ownership and dominion over the carload of wheat by causing the railway company to stop the car in Herington for diversion. It was then his carload of wheat, subject to the rights of the plaintiff for payment before surrender of the bill of lading—the evidence of title.

Nor did the item of overpayment on the earlier shipment of wheat affect the matter. That item was a subject to be settled according to the custom of grain merchants, when defendant should submit the official grades and weights pertaining to that earlier shipment. He had not submitted that data when he refused to honor the draft on the second carload of wheat.

Defendant also complains of the amount allowed plaintiff as damages. He points out the long delay which occurred after he breached the contract before the plaintiff effected a sale of the wheat elsewhere. It was not sold until Sept. 7, and meantime the government control of wheat prices had become effective, whereas, defendant contends, if plaintiff had diligently sought a market for the wheat elsewhere, it might or could have been sold with little loss to either party. But it was shown that defendant caused the railway company to hold the car at Herington. Meantime also plaintiff, at defendant's insistence of the amount of the draft being too large, had sent another draft reduced to \$2,700, and it was not until August 25 that notice of its dishonor reached him. He then acted with dispatch. He wired another grain dealer to sell the carload, but, as it was held at Herington for some days pursuant to defendant's instructions to the railway company, the government price became effective Sept. 1. The wheat was sold at that price Sept. 7. There was some trouble about locating the car. Plaintiff did nothing to stop the car at Herington. He did not know that defendant had stopped it there. He supposed the car was in Topeka, and it was to another Topeka grain merchant that plaintiff addressed himself to sell the car. There was no unreasonable delay on plaintiff's part in seeking and effecting another sale.—Supreme Court of Kansas, 192 Pac. Rep. 757.

AN ANALYSIS of the new classification of the government's export and import statistics, which is the first real revision of our trade statistics in more than half a century, has just been made by the Foreign Commerce Department of the Chamber of Commerce of the United States. The reclassification, printed schedules of which were recently issued by the Federal Department, has been made with a view to improving foreign trade statistics so as to make them of greater value to the business interests of the country. Business men found many faults with the old classification. With the enormous growth of foreign trade of the United States, greater detail in our statistics became necessary. Too many commodities were covered up under the omnibus group "All Other". In many cases quantity, a more important factor in trade data than value, was not given at all.

Coming Conventions.

Dec. 2, 3, Farmers National Grain Dealers Ass'n, Chicago, Ill.

Dec. 14, 15, 16, South Dakota Farmers Grain Dealers Ass'n, Sioux Falls, S. D.

Jan. 25, 26, 27, Farmers Grain Dealers Ass'n of Iowa at Fort Dodge, Ia.

Sept. 6, 7, National Hay Ass'n at Chicago, Ill.

Our Callers

B. H. Whitlock, Arthur, Ill.

John C. Scott, Farmers Grain Co., Byron, Ill.

John G. Troester, mgr., Philip Smith Mfg. Co., Sidney, O.

J. A. Koehn, Wisconsin representative of Bernert Manufacturing Co., Milwaukee, Wis.

Hearing on Proposed Minimum Weights.

W. V. Hardie, director of traffic of the Interstate Commerce Commission, conducted a hearing in the Jefferson Hotel at St. Louis, Mo., Nov. 15, on minimum weights on grain and grain products to take the place of the present minimums that expire Dec. 31 by limitation.

The hearing was well attended. Several millers presented their views.

The grain dealers were well represented by J. S. Brown of Chicago, Ill., manager of the Transportation Department of the Chicago Board of Trade, who presented the following schedule, in which he had the unanimous support of the National Council of Farmers Cooperative Ass'ns; American Farm Bureau Federation and the Milwaukee Chamber of Commerce:

MINIMUMS DESIRED BY SHIPPERS.

Wheat, corn and rye	Minimum weight marked capacity of car
Barley	Minimum weight 90% of marked capacity of car
Oats	Minimum weight 80% of marked capacity of car.
Commodity.	Minimum weights.
Buckwheat	
Broom corn seed	
Cane seed	
Castor beans	
Hemp seed	
Hungarian seed	Barley minimum
Millet seed	
Mill oats containing 30% or more of other grain	
Sorghum seed	
Durra	
Feterita	
Flaxseed	
Kafir corn	
Kaoliang	Corn-rye-wheat minimum
Milo maize	
Pop corn (shelled)	
Shallu (California or Egyptian wheat)	
Wild mustard seed	
Ear corn (including pop corn)	
Emmer	
Mill oats containing less than 30% of other grain	Oats minimum
Sudan seed	
Spelt or speltz	

NOTE 1—Cars in excess of 80,000 pounds marked capacity will be subject to minimum weight for cars of 80,000 pounds marked capacity.

NOTE 2—When grain, seeds or articles taking same minimum weights are loaded at point of origin to within 24 inches of roof at side walls of car, or when loaded to proper grain line of car so marked, or when car is loaded to full space capacity, actual weight will apply. Notation that car is loaded to within 24 inches of roof or to proper grain line of car so marked, or to full space capacity will be inserted in the B/L by shipper.

RULE 1—When the car furnished by carrier for grain, seeds or articles taking the same minimum weights is of greater capacity than car ordered by shipper, the minimum weight to be applied will be that governing the size of the car ordered, except that if a car of less than 50,000 pounds capacity is ordered by shipper, the minimum weight applied to the car furnished will be that applicable to a car of 50,000 pounds marked capacity.

RULE 2—In order to make clean-up of grain or seeds once per year, carload rate (authorized in tariff naming rates) and actual weight, subject to a minimum of 24,000 pounds, may be applied on one straight or one mixed carload of grain or flax, or grain, flax and seeds, or grain and seeds, or of seeds, from one shipper, for the purpose of cleaning out houses or elevators. On mixed carload shipments all, or all but one, of the different kinds of grain or seeds must be in packages, EXCEPT

On mixed carload shipments of flax or grain in bulk, or grain, flax and seeds in bulk, or grain and seeds in bulk, or of seeds in bulk, where car is bulkheaded or where the different kinds of grain, flax and seeds are separated by a temporary partition, apply the highest carload rates governing any kind of grain, flax or seed in the car, plus an additional charge of \$5.00 per car.

NOTE—Shipping tickets and way-bills must bear notation that shipments are made for the purpose of cleaning out elevators and houses.

RULE 3.—On grain, seeds and other articles taking same minimum weights received from connecting lines in original car or for which billing shows car-to-car transfer to have been made, connecting line weights will apply.

MINIMUM WEIGHTS FOR GRAIN SCREENINGS, SEED SCREENINGS AND OTHER OFFAL.

Screenings, (Unground)	Corn Rye Wheat Flax Seed Barley, Oats and mixed screenings other than above.	Or mix- tures thereof.	40,000 lbs.
Screenings (Ground)	Grain or Seeds.		35,000 lbs.
Ashes, Cottonseed Chaff or Needles, Grain Clips or Clippings, Barley or Oat Dust, Elevator Dust, Grain Grain, Brewers' or Distillers' dried Hulls, Buckwheat Hulls, Cottonseed Hulls, Oat Hull Shavings, Cottonseed Refuse, Brewers', dry Refuse, Maltsters', dry. Refuse, Flour Refuse, Grain Refuse, Mill Refuse, Starch		35,000 lbs. actual weight if loaded to full visible capacity.	

California Farmers Get into Terminal Elevator Operation.

The investment of large capital by the farmers of California in the 2,000,000-bu. grain elevator built for the Western Milling Co. at Oakland, Cal., is hopefully expected by the California Farm Bureau Federation to convert sack into bulk handling, to be followed by the construction of a line of country elevators that will reduce the cost of distribution thru a state marketing exchange created by a federation of county units.

A corporation with \$1,000,000 capital and the following directors will operate the large elevator: W. H. Walker, pres. of the state farm bureau federation; W. H. Heileman, sec'y; J. A. Teagarden, Geo. R. Sawyer, B. D. Irvine, Fred J. Hart, T. A. Kilkenny, A. E. Lindstrom and J. W. Schmitz.

The methods adopted by the farm bureau in operating the big elevator will be watched with interest and copied by managers of privately operated elevators in other terminal markets who have found it difficult to earn expenses out of the handling and storage charges. Not so many years ago F. H. Peavey of Minneapolis sold some large terminal elevators for the lumber in their walls because they were a losing investment.

The farmers have operated terminals at Fort William, Canada, for several years, but no movement in this direction has been effective in the United States until 1920, the first entry into terminal operation having been made this year at Cleveland, O., the new elevator at Oakland being the second.

Illinois Farmers Elevator Managers Organize.

The fever for organizing has spread from the farmers elevator directors to the managers of these companies. In recent years the annual meetings of the state farmers grain dealers ass'ns have featured sessions for the managers in recognition of the special problems of the managers in operating the elevator and selling and shipping the grain. Carrying this thought farther the managers have organized the Farmers Grain Managers Club of Illinois with F. W. Stout of Ashkum, Ill., as pres.; J. A. Henebry of Plainfield, Ill., vice-pres.; Paul Thielen of Kankakee, Ill., sec'y and treas.

At a meeting of the Club held on the afternoon of Nov. 17 in the Jefferson Hotel at Peoria, Ill., 88 managers were present. P. C. Allen of Manteno said: The local farmers grain elevator companies are the foundation on which the superstructure of terminal elevators and commission firms must be built. The plans of some Illinois agricultural officials are absurd as an attempt to build from the top down thru ignorance of basic facts.

Homer Price of Delavan said the farmers

of Illinois and Iowa were perfecting plans to enter the Chicago market with a commission firm, with expansion to Peoria and St. Louis.

Mr. Stout urged closer co-operation between the managers and the county farm advisers. The next meeting will be held at Decatur in February.

New Concrete Elevator at Huntingburg, Ind.

It is indeed encouraging to note that more substantial grain elevators are being erected in all States and all are being equipped more thoroughly for the rapid handling and improving of all kinds and grades of grain.

Concrete elevators are increasing in popularity and more of them are being built in all sections.

One of the newest plants of this character in Indiana is that just completed for the Wallace Milling Co. at Huntingburg, Ind. This Company, which was established at Dale, Ind., some seventy years ago, is reaching out and expanding. R. W. Wallace, of Lafayette, is President, and D. J. Wallace, of Dale, is Secretary.

The new elevator at Huntingburg is designed to manufacture and handle feed as well as grain. It is 32x16 ft. and 92 ft. high. The main tank contains 6 deep bins, giving storage room for approximately 12,000 bu. The elevator contains two legs of 1,000 bu. capacity each, which receive clean grain from a Beall Rotating Cleaner located in mill adjoining. In the elevator proper is a 40 bu. Richardson automatic scale of the self-compensating type, and a man-life of late design.

The mill or machinery house adjoining is 32x30 ft., two stories high. It contains a Robinson Corn and Cob Crusher, a Robinson Attrition Mill, with legs necessary to produce and sack different kinds of feed. Also, in the mill, is a Fairbanks Dormant Scale.

The cleaner receives grain from either of two 1,000 bu. legs, one taking grain from the wagon sink and the other from the car sink on the opposite sides of the plant. It is designed to avoid placing anything but clean grain in the elevator. The mill proper is constructed of brick, two stories high, the basement walls being of concrete.

THE WARE-ROOM adjoining the mill is also constructed of brick, all walls being 9 inches thick, 16 ft. high at eaves. This room is 32 ft. wide and 100 ft. long, and has receiving doors on both track and wagon sides.

Office quarters are partitioned off in the extreme north end of the ware-room, a main office, private office, and two wash-rooms being provided.

The beam of the 15-ton Fairbanks truck scale in the driveway is hung in the main office. A shed over the receiving door and driveway extends entire length of machinery room and warehouse, so that the scales and receiving pit are well protected from the elements.

On the track side a 6 ft. loading platform extends the full length of ware-room and mill, and this is covered by a shed, so that all loading and unloading operations are well protected from rain and snow.

The entire plant is driven by electricity, Fairbanks Morse motors being used. The plant was designed and constructed by Balingier & McAllister.



The Wallace Elevator and Feed Mill at Huntingburg, Ind.

Claim Agents Study Causes and Prevention Means.

In order to study the cause of the great loss of freight in transit and to discuss methods for preventing such loss over 500 freight claim agents met in a freight claim prevention Congress at the La Salle Hotel, Chicago, on Nov. 15 and 16.

After the meeting was called to order by chairman J. B. Baskerville, ass't claim agent of the N. & W., R. H. Ashton, pres. of the American Railway Ass'n, made a short talk from which we take the following:

I want to say to you, gentlemen, as Pres. of the American Ry. Ass'n temporarily, that I am mighty proud indeed to see a division of the Ass'n that will get together from all over the United States and Canada like this to take up a subject of this kind.

In the year 1914, there were \$32,376,000 paid out by railroads for loss and damage. In 1917, three years later, there were \$35,000,000 paid out for loss and damage with a very slight increase in the number of tons handled, but with practically the same freight earnings. In 1918—that was the first year of Government control and while the possibility may not be responsible for this large amount, it is rather significant the freight handled was about the same as that of 1917, but the payments for loss and damage to freight jumped up to \$55,000,000, an increase of 58% over 1917 and of 71% over 1914.

Continuing further, when you come to 1919, "she sure jumped." The freight movement was less in 1919 than in 1918 and less than it was in 1917, yet the freight loss and damage payments increased in that year to \$104,244,000, and that's the reason you are here. That's the reason your Committee itself got alarmed about this thing. That's the reason they said that it is time that they took hold of this thing and did something.

Out of every dollar the railroads receive for freight—in other words, their earnings for handling freight, for the year 1914 they paid back to the shipper for loss and damage to freight, 1.63 cents, and in 1919 out of every dollar that was taken in, and a depreciated dollar, at that, there were 3.67 cents paid back to the shipper.

Now, the shipper didn't want to sell these goods to you. That's the last thing in the world he wanted to do. The shipper is not interested in selling goods to the railroads except the very few that are used on the dining cars or in railroad operations. They are not interested in selling kitchen ranges to railroads, live stock, grain, or anything of that kind, but what he is interested in is getting his freight moved expeditiously and as economically as possible and in as first-class condition as possible from the point delivered to destination. That's the shipper's interest in the whole thing. He doesn't want a lot of claims. What he wants is the elimination of the causes that give rise to freight claims. Another thing, after a legitimate claim has been presented, the shipper wants you to remove as much red tape as possible, and pay him as promptly as possible. When you do that, you will have every shipper in the country on your side and he will help you in every way possible. We hear a great deal of new eras and new epochs. There is no new era or new epoch. The world is going to move on along common sense lines and all these matters are going to be adjusted along common sense lines. We are not going to have any revolutionary methods or anything like that.

Coming back to the reason for the calling of this Congress, I am going to say to you just what I said to your Committee, and what I find to be true as I go along in this work regardless of whether it is demurrage, freight claims, freight rates or the hundred and one other things. While you are doing this work, take the shippers into your confidence, call him into your meetings. Call him into your Committee meetings and consult with him about anything that affects him. Let him have full knowledge of what you are doing and anything that affects shippers in particular, and a great many things will affect the shipper in particular. Let him know what you are doing to take him into your confidence and reach an agreement with him if you can before action is taken. If you will do that, you will find the shipper will come three-fourths of the way across because he is as much interested as you are in the elimination of freight claims. He does not want to sell his goods to the railroads, he wants to eliminate the disheartened customer who fails to receive his goods and the loss of business consequent.

The shipper is vitally interested in freight rates. The duty of the Interstate Commerce Commission is to fix certain net earnings in certain territories and amongst certain groups of railroads. In fixing these earnings of operating expenses among them, this loss and damage enters into that computation, and therefore, shippers are just as much interested, if not more interested, than the railroads are in the elimination of all the expense we may call useless and avoidable. So, just keep that in your mind and also keep in mind

this, that the Government of the United States, by the Transportation Act, today is responsible for the revenues of these railroads, and being responsible for the revenues, they are also going to be very much more inquisitive as to the expenses that enter into this, because if they have to provide the means, it is reasonable to assume that they are going to be quite inquisitive as to the various disbursements made by the railroads.

H. C. Barlow, traffic director, Chicago Ass'n of Commerce, said:

My observation leads me to believe that a large proportion of the damage occurring in transit can and should be avoided.

It should be borne in mind that locomotive power is now perhaps four times greater than that used twenty years ago. Again the introduction of the automatic coupler has made possible rough handling of cars in switching service, which was not possible when the coupling had to be made by hand. I have repeatedly seen the ends of cars driven out by the shifting of the load. In my opinion the rough handling of cars in yards is accountable in no small measure for much of the damage to property in transit.

Freight losses have never been so enormous as during the past few years. We all know a general cause has been the falling down of the moral fibre of the people during the great war, when life becomes cheap property of course becomes of very little value. The war is over and the railroads are in the hands of their owners and we earnestly hope and pray that with a little of the old-time discipline downright stealing will be reduced to the minimum. But there are some things to be done which I desire to direct your attention to, believing they will lead to minimizing to a certain extent at least the stealing of freight in transit.

Pilferage Encouraged: In our opinion one of the great elements which has made pilferage possible is the slow movement of freight in transit, and the leaving of cars of merchandise in outside yards awaiting unloading at inbound freight houses or transfer stations. As to the first phase of the slow movement of cars, I believe we will all concede that there is a greater element of damage and loss while the train is moving slowly and "killing" time in yards than when it is under rapid movement without "dead" time. In this connection it is interesting to note that the freight service time from Philadelphia and Baltimore, say to Cincinnati, is no faster today and perhaps slower than in 1866, about the close of the Civil War. By this I mean the schedule time. I am firmly convinced that if we could have our merchandise trains speeded up and kept in continuous movement it would eliminate a large portion of the stealing.

I can not too definitely emphasize the importance of rapid movement as one of the primary elements for the avoidance of loss. For many years the service from New York to Chicago was third morning delivery at Chicago; it is now seventh or eighth day. Surely all of this time can not be consumed in the running of the train; it must be consumed more or less by delays in terminals, where the loss occurs.

In conclusion let the carriers route freight in such manner as will avoid needless transfers, eliminate leaky roofs, keep merchandise trains moving, avoid setting out cars subject to pilferage in outside yards or at division points, mend broken doors, improper hangings and lockings, and in my opinion claims for loss and damage will be greatly reduced.

A. R. McNitt, Freight Claim Agent, Union Pacific, suggested that the railways adopt systematic methods whereby responsibility for a loss or damage could be traced to the person at fault, so that every employee will be brought to a realization that there is no place in the railway ranks for the habitually careless or dishonest man, and that no employee can long follow a course of disloyalty and dishonesty without the certainty of being found out and dismissed from the service.

A prevention organization should be provided that will afford all employees an opportunity for a free and unrestricted interchange of ideas. This will create and maintain interest in prevention work, develop new ideas and methods and also serve as an advisory cabinet to supervising officials from which the latter can obtain first-hand knowledge of existing conditions that would be impossible to secure in as prompt, complete and reliable a manner by other means.

J. D. Shields, Freight Claim Agent of the Burlington, called attention to the fact that losses in 1919, amounting to \$107,000,000, do not represent the whole value of the commodities lost or damaged nor the entire loss to the public, since there must also be considered the wasted efforts of the army of men that produced this great volume of goods. In directing this reform the railroads should not measure their activities by the amount of their loss and damage expenditures alone, but should give due consideration to the tremendous economic waste and the duty which the carriers owe to the general public safely, expeditiously and economically to transport all freight offered for carriage.

J. F. Horrigan, Freight Claim Agent, Northern Pacific, spoke on the subject of the carrier's duty to the shipper.

The duty of the carrier to the shipper in connection with handling his freight is not fulfilled by the prompt payment of a freight claim presented for any loss or damage to the shipment in the course of transportation. There is a further obligation on the part of the carrier to transport such freight safely so that it will reach the consignee in the same good condition that it was in when delivered by shipper to carrier.

Shippers as a whole want their freight to reach customers in first-class condition, because failure in this respect results in an indirect loss to the shipper over and above the amount of money covered by the claim for reimbursement in that a dissatisfied customer often attributes the condition of the freight to the fault of the shipper and as a result will make future purchases from other concerns.

Some houses have found it necessary in order to keep their customers satisfied to allow the customer credit for damage caused by the railroad, the shipper in turn presents and handles the claim, which entails the employment of additional help and expense, which would be overcome by safe delivery of his freight. In the conduct of a business as large as a railroad, where freight passes through so many hands and grades of employees, even with all of the safeguards surrounding it, there will be a certain amount of loss and damage just the same as the wholesaler or retailer sustains certain losses in the conduct of his business, but as a majority of freight loss and damage is due to the man failure, that is, failure of railway employees to carry out existing instructions covering handling of freight, the carriers should not dismiss the subject on the theory that if the freight is damaged in transit and a claim is presented and paid, the shippers should be satisfied. They should go further, in recognition of the duty they owe the shipping public, and supervise the handling in such a way that the major part of the loss and damage which is in the hands of the carriers themselves to correct, will be corrected. In other words, we must take some decided action to reduce this annoyance and not feel that it is cheaper to pay claims than to prevent them.

H. M. Moore of the S. P. suggested that unloading carriers always notify billing carrier about any information as to loading that would help cut down the loss in transit.

C. R. Dietrich, Freight Claim Agent of the C., M. & St. P., said: It is essential that every department do its part and if I read the signs of the times correctly the day is now at hand when our various departments that have heretofore not been considered responsible for a part of this leakage of our revenues will be counted on to share a part of the responsibility that is correctly chargeable to them in connection with these failures responsible for loss and damage claims.

Special representatives of the Freight Claim Prevention Bureau, American Railway Ass'n, A. L. Green and F. E. Winburn of Chicago were appointed to study the cause and prevention of freight claims.

In accepting the appointment Mr. Green said: "As regional claim agent I have approved the payment of claims totalling many millions of dollars. A large proportion of these claims were the result of theft and robbery."

Mr. Winburn explained that claim prevention was largely a matter of education and co-operation. He asked the railway men, "Help Us—Help You."

Following the appointment of the Com'te Mr. Pribble of the A. T. & S. F. said, "I suggest that this com'te determine the largest cause of loss and damage claims, then start a campaign against that cause. I also suggest that we all keep statistics which will show why we pay out our money and report to the com'te."

During the course of the meeting a number of resolutions were presented and adopted. The substance of some of the most important follow:

Established weighing and inspection buros should be used to the fullest extent.

In order to educate employees in proper freight handling and in order to eliminate the payment of loss and damage claims carriers should publish a uniform employees manual.

Interest of the employees in freight claim prevention work should be stimulated by the holding of periodical employee meetings.

In the interest of claim prevention the com'te investigating cause and prevention of claims was asked to co-operate with the va-

rious shipping com'ites in the various parts of the country.

Carriers should co-operate with one another in every way in order to prevent loss and damage of freight. Carriers noting improper loadings should report the matter to the billing carrier at least monthly.

In order that a systematic study could be made carriers were asked to make known those claim causes of an avoidable nature.

Catch Weevil in a Water Trap Because of Love of Moisture.

Included in the numerous experiments performed by the Grain Pest Com'ite of the Royal Society of London were a number of experiments tried on weevil infested wheat by Arthur Dendy. Mr. Dendy in his experiments positively proved that moisture draws weevil. An explanation of some experiments follows.

Two beakers were filled with the same weevily wheat and placed side by side. The wheat in one beaker was left dry while the wheat in the other beaker was thoroly moistened. Three days later the beaker containing the dry wheat contained but 7 weevil while the beaker containing the moist wheat contained 692 weevil.

A large glass cylinder was filled with clean wheat. In this wheat was placed 116 of the granaria variety of weevil and 116 of the oryza variety. Just below the top of the grain was placed a very small tube of water. Two days later 13 of the oryza variety were found in this tube showing that the oryza variety is more readily attracted by water than is the granaria.

Later in the same glass cylinder filled with wheat, 116 of the granaria variety and 103 of the oryza variety of weevil were placed in two small test tubes. In the bottom of one tube was placed a moist sponge and in the bottom of the other was placed a dry sponge. Five hours later the tube containing the moist sponge had caught 32 of the oryza and 37 of the granaria types.

Speaking about his experiments Mr. Dendy says: These experiments serve to confirm the general opinion that both species of weevil are attracted by moisture. It is possible that under certain circumstances water traps might prove effective in catching the oryza type in large numbers. If damp rags or sponges were used both species might be trapped owing to their love for moisture. The use of water traps for catching weevil in granaries is not a new idea for it was suggested by a Miss Ormerod in 1879 in an article that appeared in the Entomologist.

THE WHEAT crop thruout the world will be larger than the crop of 1919 says the International Institute of Agriculture at Rome. It also states that barley production increased 7% and that oat production increased 11%.

SEED INSPECTION by the Minnesota Crop Improvement Ass'n was started two years ago. During the first year of the work only a few samples were sent in. To date this year over 175 farmers have sent in samples of their seeds for inspection. The Ass'n will inspect any kind of seed the farmers send in. This year rye led in the various seeds inspected. The Ass'n issues a certificate to the farmer whose seed meets a certain requirement and keeps the farmer's name on file.

THE EXPORT SITUATION is healthy, running about 1,000,000 bu. per day on the average. However, we have not used up our exportable surplus, owing largely to the fact domestic consumption has been much smaller than usual this year. I think we have seen the worst of the liquidation in grain as well as in securities and commodities. I do not see anything especially bullish in the wheat situation, but the apprehension in regard to the grain and commodity markets plainly is subsiding.—Julius H. Barnes.

Perkins Visits an Up-to-Date Grain Shipper.

As I walked along the road following the railway track up to the elevator, I saw Bill Ketchum standing beside a wagon load of corn on the platform scale. Bill had a metal tube in his hand possibly five or six feet long which he was raising and lowering into the grain and I says, "Bill, what are you trying to do, drill an oil well?"

Bill looked up rather startled at me and remarked that he might as well be drilling an oil well as to follow the grain market, because they both go the same way.

After Bill pulled the tube out of the grain and poured its contents into a pail, he went to the forward end of the wagon and repeated his action. I asked, "Is that the way you unload the grain wagon at elevators nowadays?"

He gave me a withering glance and said, "No, that is not the way we unload 'em, but it is the way we find out whether or not they are loaded. By taking a sample this way, it is possible to get an average of the quality of a wagon load of grain, and after I take a few samples out and put into this container, it is well mixed. From it I take a sample of grain, which I use for grading in order to pay the farmer for the grade he markets."

I walked into Bill's office and was certainly surprised to see such an up-to-date place. It would almost make a tenant of the Woolworth Building envious. Bill's furniture was clean and polished. His typewriter and adding machine was of the latest improved.

As Bill came in with his sample of grain from the driveway, I says, "I'd like to know how you grade that grain?" Bill says, "Sure, come over here and I'll show you how it's done." Over on the table were several devices. "First," he says, "This is a Boerner Modified Sampler, and I put this sample of grain into this sampler to obtain a smaller sample, which is representative of the whole, from which I can make a test."

After the smaller sample was secured, Bill took a quart cup and filled this with the grain until it was overflowing, after which he very carefully struck the surplus from the cup and with a beam attached to the cup, determined the test weight per bushel of the grain.

"Well, that's fine, it weighs fifty-two pounds per bushel, which will entitle it to No. 3 grade. It looks pretty dry," he remarked as he rubbed the grain between his fingers and let the kernels fall back into a pan. "But," says he, "you can't tell much about the moisture content of new corn; it dries off first on the outside of the kernels and often feels drier than it is. If I were to guess I'd say it would test about eighteen per cent of moisture. Well, anyway, it won't take long to make a test with this Moisture Tester and you might as well see how near right my guess is."

Bill was very careful to weigh out just one hundred grams of corn. He almost split one of the kernels in two to make the weight exact, but, after making an attempt to do this, he selected a smaller sized grain so that the scale would balance evenly at one hundred grams. This grain he placed in the Glass Distillation Flask, together with some liquid that was already in the flask and it reminded me so much of home brew that I asked Bill if there wasn't some law to prohibit his going through this operation. There were many others standing around the office, who had corn to sell and were anxious to know what it would grade.

Bill patiently responded, "No, this process ain't against the law, but, rather it is a law, prescribed by the U. S. Department of Agriculture, and grain in every Inspection Department is graded in this manner."

Because of the home brew appearance I asked Bill what substance was in the Distillation Flask into which he put the grain, and he replied it was oil that was used to keep the grain from burning and that as the oil becomes hot the moisture is forced out of the grain in the form of steam and this is car-

ried over into a Condensing Tank and the distillation gives the exact percentage of moisture in the grain.

Bill commented, "I used to heat this Tester by alcohol, but after the country went dry and prices on alcohol increased, I decided to use electricity, and now all I have to do is turn on the juice and let it go until the corn and oil reaches a temperature of 190 degrees. Then, the juice is turned off and I can tell you exactly the percentage of moisture the corn contains."

Johnson had a big farm and was discussing with his neighbors the size of his crop, and after talking about live stock and political matters, Johnson made the statement that he knew his corn would grade higher than anybody else's in the county. Bill says to Johnson, "Bring in a sample and let me test it for you. I'll be glad to do it. I am here to pay the very best price for grain possible and if your grade is higher than anybody else's, you will get that grade price for it."

Bill says to me, "Let's see how much that sample of corn in the machine tests for moisture," as he picked up the graduation and reads 20 per cent, he says, "That's No. 4 Corn; on the test weight per bushel it was good enough for No. 3, but there is too much moisture to grade No. 3. That's how you get fooled. You remember what I was telling you about the outside of the kernel feeling dry but the moisture is contained inside of the kernel."

At that instant the telephone rang and Bill went to get the market. No. 4 grade for ten days shipment was 78 cents, and this was a much better price than could be secured for the same grade under the December option. Bill says, "I believe I'll sell 50,000 No. 4, ten days shipment; I won't be taking any chances on the grade, because I have the same grading equipment as used by the Inspection Departments and that's the only way you can tell the grade you buy and that which you have to sell."

"Well, Bill, I must be going; this has certainly been interesting. I never expected to see you drill an oil well or be a chemist."

Bill responded, "I am neither one of those fellows; to grade the grain all you got to do is use a little good judgment and common sense."

There was a look of contentment on Bill's face as I said "Good-bye" and closed the door.

Adulteration and Misbranding.

Under the Food and Drugs act the following judgments were recently rendered in the United States District Courts for the Bureau of Chemistry:

The Omaha Alfalfa Milling Co. was alleged to have shipped misbranded dairy feed into the state of Michigan. Adulteration was charged because the feed was labeled in part, "Guaranteed Analysis: Protein, 24%." Analysis by the Bureau of Chemistry showed that, the feed contained only 21.6% protein. Upon the defendant entering a plea of guilty to the information the court imposed a fine of \$10.

The United States attorney for the district of Indiana filed a libel for the condemnation of 340 sacks of a product purported to be wheat middlings. The product had been consigned by Larson & Orwell, Reville, S. D., invoiced by the Dixon Cereal & Feed Co. of Dixon, Ill., and shipped into the state of Indiana. Adulteration was charged because re-ground bran and unground screenings had been substituted for part of the wheat middlings. Misbranding was charged because the quantity was not plainly marked on the outside of the container and because the article was an imitation of wheat middlings. William Leiter, Rochester, Ind., consented to the decree and a judgment of condemnation and forfeiture was entered. The court then ordered that the products be released to the claimant upon the execution of a bond and upon payment of the costs of the proceedings.

Grain Carriers

TWENTY-EIGHT carloads of freight were burned at Edwardsville, Ill., Nov. 23, in a wreck on the Big Four.

A CARGO containing 210,000 bus. of durum wheat recently was sent from New York to Algeria by John T. Fahey & Co.

CARS on home lines on Nov. 1 amounted to 31.3%, compared with 30% on Oct. 1, according to the American Ry. Ass'n.

CAR LOADINGS on the St. Paul from Nov. 1 to Nov. 20 amounted to 103,813 cars, compared with loadings 113,504 cars during the corresponding period in 1919.

A STEAMER carrying 150,000 bus. of No. 1 dark northern wheat arrived at South Chicago from Port Arthur, Canada, on Nov. 24, consigned to a milling concern.

THE BALTIMORE CHAMBER of Commerce has petitioned the Interstate Commerce Commission to suspend the proposed increase in demurrage rates to become effective on Dec. 1.

BUFFALO, N. Y.—The Concrete Central Elevator recently unloaded 401,000 bus. of wheat from the lake steamer "Wilpen" in less than ten hours or at the rate of 42,000 bus. per hour.

EFFECTIVE until March 22, 1921, the Interstate Commerce Commission suspended the increased rates on grain and grain products to Kansas City, Mo., from St. Louis, Mo., Chicago, Peoria, Ill., Minneapolis, Minn., and points taking the same rates.

THE PENNSYLVANIA System has reduced the working force of its Altoona, Pa., shops by 1,350 men or about 15%. This reduction, which, according to the road, is permanent, is a result of the smaller volume of repair work now coming in to the shops.

"A SHIP CANAL from the lakes to Montreal would not be a success commercially and the money spent would be wasted so far as the United States is concerned" is part of a recent address made by Lewis Nixon, former New York Public Utilities Commissioner.

CARS SUFFICIENT for ordinary loadings were on hand on Nov. 1, according to the commission on car service, but the supply of box cars suitable for grain loading is still insufficient to meet demands, according to the Car Service Commission, American Ry. Ass'n.

FREIGHT MOVEMENT of all kinds on the Pennsylvania System during the month of October was the largest on record. Daily movement averaged 24,000 cars per day. The next highest month was October, 1919, when an average of 23,500 cars per day were moved.

STEEL CONCERNS report that carriers are going slow in ordering their new equipment. It had been hoped that with carriers again under private control purchases would be made on a wholesale scale and that steel plants could remain operating at capacity.

THAT CAR LOADING restrictions, federal regulations of the Interstate Commerce Commission and the minimum weight rule all impose a hardship on the shipper and the consumer in the Pittsburgh district is part of a resolution recently adopted by the Pittsburgh Grain & Hay Exchange.

MOVEMENT OF GRAIN on the great lakes has been slow. As a result the carriage charge for a bushel of wheat from the head of the lakes to Buffalo, N. Y., is now 3 cents compared with a charge of 7 cents prevailing during the middle of October. Because of the lack of lake shipments from American ports many American lake boats are now hauling grain on the Canadian side. Freezing of ore in the ranges along the upper lakes during the recent cold spell is given as one of the reasons for the abundance of vessel space now available for grain loading.

WITH SPAIN as their final destination two lake boats recently cleared from Ft. William, Ont., Canada, loaded with wheat. The cargo, 100,000 bus. in each boat, was grown in Western Canada. The boats, the Antoneo and the Joseff, were just completed at one of Duluth's shipbuilding plants.

C. B. & Q. No. 1218, giving local and joint freight rates on grain, grain products, etc., from stations on C. B. & Q. R. R., in Kansas, Nebraska, Wyoming and Colorado to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., etc., was recently rejected by the Interstate Commerce Commission.

MEANS for keeping open the south and southwest passages of the Mississippi River so as to aid the movement of export and import shipments to and from New Orleans was the subject of a conference held recently at New Orleans between various New Orleans shippers, commercial organizations and carrier representatives.

THE MINNESOTA Ry. Commission and the Interstate Commerce Commission do not agree on the valuation of Minnesota carriers. Because the I. C. C. valued the Illinois Central trackage in Minnesota at \$691,162 and the state commission valued it at \$504,580 the state commission has filed a formal protest. Valuations of other carriers do not agree.

PREPAYMENT of all freight charges on corn shipped from the United States to Canada is working a hardship on the Canadian grain trade. The Interstate Commerce Commission recently recommended that the carriers collect only the charge for moving freight on the American side. Canadian carriers will not do this and are collecting the entire freight charges.

VARIOUS REPRESENTATIVES of the grain, feed and flour business were recently in Washington in an appeal to the Interstate Commerce Commission for a thru export B/L. The shippers want a B/L that will permit the thru shipment of grain, cereals and flour to foreign countries. Carriers represented also want the thru B/L. The I. C. C. has not yet stated what action is to be taken.

THE UPPER MISSISSIPPI Waterways Ass'n held a meeting at Minneapolis for three days commencing Nov. 16 to discuss the future of the upper Mississippi River as a freight carrier. It is hoped that when the new government barges now under construction for use on the river below St. Louis are delivered that the boats now in use below St. Louis will be used for freight between St. Louis and Minneapolis.

INDIANA'S INTRASTATE rates on grain and grain products have only been increased 10% while the interstate rates have been increased 40%. As a result millers and grain men from Kentucky and Ohio have appealed to the Interstate Commerce Commission. Consequently a number of hearings have been held between Examiner Disque of the I. C. C. and the Indiana Public Service Commission. Interests of the Indiana grain dealers have been carefully watched by Charles Riley sec'y Indiana Grain Dealers Ass'n. The Indiana Millers Ass'n thru its pres. W. W. Suckow has asked that the Indiana commission oppose any change.

STATE RAILROAD COMMISSIONERS in their annual meeting recently brot up the subject of grain car shortage. During the discussion Commissioner Jacobson of Minnesota explained that he had been trying for two years to get a law thru Congress that would require eastern carriers to build grain warehouses on the Atlantic Coast. Commissioner Aitchison said that he thought the time had passed that grain shippers expected to ship all their grain as it was produced. Clyde Reed of the Kansas Industrial Court stated that while there were storage facilities for 17,000,000 bus. of grain at Kansas City, carriers had not put more than 2,000,000 bus. in these elevators.

HEARINGS will be held by the Interstate Commerce Commission Nov. 30 at Indianapolis, Ind., before Examiner Jewell on grain rates from T., St. L. & W. R. R. to Indianapolis; at Fort Worth, Tex., Dec. 3 on minimum weights of grain as based on capacity of car ordered, before Examiner Howell; and Dec. 6 at Minneapolis, Minn., before Examiner J. E. Smith on Brooks Elevator Co. v. Ahnapee & Western R. R. Co.

THRU BS/L are not required of a steam carrier on shipments to points on an electric carrier provided the steam carrier has no thru rates or working arrangements with the electric system. The fact that the roads are connected by the switching tracks of a terminal railroad ass'n is not reason why the steam carrier should issue a thru B/L. The foregoing is the substance of a decision of the Supreme Court on the requirements of the Illinois Public Utilities Act.

TOTAL WHEAT passing thru the Soo Canals during October amounted to 28,470,000 bus., compared with 22,252,000 bus. in October, 1919. Other grain moving thru the canals in October totalled 7,198,000 bus.; compared with 4,351,000 bus. in October, 1919. In spite of the October increase total wheat movement thru the canals during the 7 months ending October was only 79,194,890 bus., compared with 88,539,000 bus. in the corresponding period in 1919. Movement of other grain also decreased, being 36,740,000 bus. this year and 39,895,000 bus. last year.

A MILLING in transit privilege on grain for Tacoma millers on the Great Northern was recently requested of the Washington state commission by the Sperry Flour Co., of Tacoma, Wash. The commission granted the privilege and the G. N. appealed to the Superior Court, the court upholding the commission. The G. N. then appealed to the Supreme court. The Supreme court held that there was no unjust discrimination in not granting the requested milling in transit privileges, as Tacoma was 33 miles south of Seattle and that Tacoma is not on the G. N., that road running its trains over the N. P.

CARRIER REGULATION to be discussed at the next session of Congress according to Senator Cummings of Iowa follows: (1) A bill to repeal that provision of the act of 1913 which makes it obligatory upon the interstate commerce commission to ascertain what the cost would be of replacing today the right of way of the railroads in making the valuation of the roads. (2) The anti-strike provisions of the transportation act, passed by the senate last session, but which the house refused to pass. (3) The compulsory consolidation provisions of the transportation act as passed by the senate, but which also failed in the house.

THE GENERAL INCREASE effective Aug. 26 does not apply to the charge of \$5 which the carriers make for permitting the installation by shippers of bulkheads or partitions to separate carload shipments of one or more kinds or grades of bulk grain, or one or more kinds or grades of bulk grain and flaxseed or millet seed. The general increase was applicable to class and commodity rates, charges for switching, transit (including cars to partially load and unload), weighing, diversion, reassignment, lighterage, floatage, storage (not including track storage) and transfer, but does not apply to charges for any special services or privileges not specifically enumerated above. —J. S. Brown, mgr. Transportation Dept. Chicago Board of Trade.

FIRST FRESH PORK ever to be imported into this country from Argentine amounted to a 90,000 lb. shipment which arrived at New York recently.

CORN HUSKERS of Northern Illinois are demanding 8 and 9 cts. a bushel but the farmers are refusing to pay more than 6 cts. Before Christmas the huskers may be glad to get 5 cts.

Supply and Demand Did Reduce the Price of Wheat.

G. A. Stephens, special agent of the Federal Trade Commission recently made the following statement while on a tour of investigation thru the state of Kansas:

"At these markets, Chicago, Minneapolis and Kansas City, which control the grain trade, there has been a gradual reduction in the amount of wheat on hand during the months of July, August and September. The statement of October shows a slight increase over September. July 1 the total stock of wheat in Chicago, Minneapolis and Kansas City was 8,518,786 bus.; Aug. 2 it was 3,791,104 bus.; Sept. 4 it was 3,575,000 bus.; and on Oct. 1 it was 3,977,715 bus. During this period wheat has taken a sensational tumble of \$1 per bushel. At the same time there has been a reduction of stock on hand of 4,500,000 bus. Surely in the face of the facts, no intelligent man will contend it was the law of supply and demand, because the price was reduced while the stock was decreasing, and this period of reduction covers the period of decrease in price; also the period of the reopening of the Chicago Board of Trade."

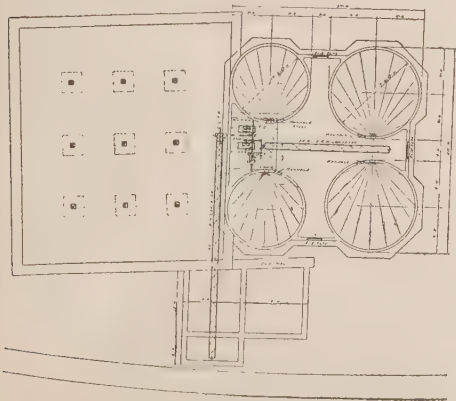
Mr. Stephens loses sight of wheat held in the interior by millers who could not grind the wheat into flour and sell at a profit, and therefore sold wheat in the Chicago pit as a hedge.

All wheat, wherever stored, has a depressing effect on the market, as soon as it has left the farm. Besides the visible supply of which Mr. Stephens talks so glibly, of 3,791,104 on Aug. 2 there was in second hands in the United States and Canada 37,814,896 bus., the total terminal visible at the points named by him and in other second hands being 41,606,000 bus.; Sept. 1, 47,695,000; Oct. 1, 82,052,000; and Nov. 1, 114,733,000 bus., as reported by the *Trade Bulletin*.

July 1 the price of cash No. 2 red winter wheat at Chicago was \$2.85. The stock in second hands on that date was 56,720,000 bus. Nov. 1 the stock was 114,733,000, just double; and applying Mr. Stephens' logic the price should have been one-half, or \$1.43. But, fortunately for the wheat growers, Mr. Stephens' logic is worthless, and there are other reasons why the farmer is getting more than \$1.43 for wheat.

This agent of the Federal Trade Commission misrepresents the facts, is guilty of spreading misleading propaganda to inflame the wheat growers against the grain exchanges, if he has been correctly reported, and should be called to account by his employers. If the F. T. C. acquiesces in the circulation of misleading information the Commission should be abolished by Congress forthwith.

SET STANDARDS for maize, kafir and sorghums were asked of the Federal government in a resolution adopted at a recent meeting of the Panhandle Grain Dealers Ass'n. In making the request the setting aside of a certain fund for the work was urged.



Ground Plan of Colorado Mill & Elevator Co.'s Plant at Fort Collins.

New Concrete Elevator at Fort Collins, Colo.

The grain growing sections of Colorado are rapidly being developed and as new sections are made attractive to grain elevator operators modern handling facilities are provided. However, Fort Collins is in the heart of a rich agricultural section long cultivated intensively.

The new reinforced concrete elevator recently erected there for the Colorado Mill & Elevator Co., consists of a two story brick warehouse, 44x48 ft., 48 ft. above grade, and a reinforced concrete elevator formed by four large cylindrical tanks, with base dimensions 37x40 ft. and 101 ft. high above the base rail.

Two of the tanks are 14' 6" and two are 17 ft. in diameter and are so arranged as to form seven interspace bins above the first floor, which are 65 ft. 6 in. deep. The four hoppers cylindrical tanks extend 9 ft. below grade, and are so arranged as to facilitate their contents being dropped to a large right hand shipping screw conveyor which carries the grain to the boot of the receiving and shipping elevator. This elevator is equipped with 8x5 in. buckets running over a 48 in. head pulley.

The cupola is 18x28 ft., 20 ft. high. One house leg is equipped with 5x8 in. buckets running over a 48 in. head pulley. In the cupola is distributing spout and cleaning machine.

The shed in the foreground shown by photograph covers the driveway and combination wagon and truck dump, and facilitates the unloading of grain from cars into the grate covered receiving sink at its side.

Grain is taken from both wagon and car

pit by means of a large right hand screw conveyor, to the boot of the receiving and shipping elevator. A manlift affords easy passage from the first floor to distributing floor of cupola. Power is transmitted from counter-shaft in basement by means of rope drive to line shaft in cupola. Grain may be discharged from elevator head direct to cleaner, or by-passed to any bin.

The first story under the seven interspace bins has a 12 ft. ceiling, so as to facilitate the mixing of grain from different bins.

The plant was designed by the Burrell Engineering & Construction Co., and will be used for handling and storing grain, flour and feed.

Miami Valley Dealers Elect Officers.

The Miami Valley Grain Dealers Ass'n held its 22nd annual fall meeting at the Chamber of Commerce rooms, Piqua, O., Thursday, Nov. 18th.

On account of the big snow which blocked the electric lines and many of the country roads, there was not the usual number in attendance. Buying mixed corn at the usual market differential, and to discourage the practice of buying grain for distant future delivery, were the principal subjects before the meeting.

The officers elected for the ensuing year were: John H. Myers, Pleasant Hill, O., Pres.; C. H. Ginn, Dawson, O., Vice-Pres.; L. G. Yinger, Hardin, O., Treas.; E. T. Custer, Sidney, O., Secretary.

CULTIVATED ACREAGE in South Dakota in 1920 was 622,057 acres more than in 1919, according to the South Dakota tax commission.

THE PACIFIC Rice Growers Ass'n contemplates the taking over and cleaning of the entire rice crop thru its own central agency.



Fire Proof Elevator of Colorado Mill & Elevator Co. at Fort Collins, Colo.

A 50,000 bus. Concrete Elevator at Tilden, Nebr.

Tilden, a station on the C. N. W. R. R. about thirty miles west of Norfolk, is a live Nebraska town of a thousand people, built in two counties. The Farmers Union Exchange of this place took a broad jump forward when it wrecked its old "grain box" and built a new modern 50,000 bushel concrete elevator.

On the ground the elevator proper covers a space 48' 0" x 26' 9". The dump shed is 34 feet long and thirteen feet wide and adjoins the engine room 12x14'. The walls of these last two buildings are built of hollow tile and stuccoed. The roofs are of reinforced concrete. The elevator walls were built with sliding forms, the only system that can be used to make a jointless, monolithic structure.

The basement is twenty feet deep, the walls and massive slab built of reinforced concrete, water tight and permanent. The eleven foot width here makes plenty of room for the two boots and hoppers. A trip to the "pit" does not here hold any terrors. A No. 405—A Eureka Compound Elevator Separator is located on the spacious work floor. Grain from nine overhead bins can be spouted to this machine thru cast iron turn heads. There are three deep bins on each side of the work floor extending from the top of the foundation slab to the roof seventy feet above. This makes 15 bins in all.

Grain is received over truck and wagon dumps into a divided pit, one-half feeding to each of two legs, one with 9x5 "V" cups and the other with 14x6 cups. Leg casings are built of wood. Link-Belt steel spouts distribute the grain to the bins. A 2,000 bu. Richardson Auto Scale weighs the grain out

thru an 8" well casing loading spout. A Union Iron Works suction fan collects the dust from the heads.

Power is furnished by a 15 H. P. motor placed in the cupola. When electric power is cut off the old gasoline engine replaced in the new engine room comes into play. This power is transmitted to the cupola thru a 3 strand 1" transmission rope drive. Each machine is released by a Western clutch.

Wm. Dahnke, President of the Company says that the plant is placed in A-1 classification of fireproof buildings. The elevator was built on a cost plus percentage basis in 1919 and cost \$27,000 complete. Max Giehler is Secretary and manager of the Company.

Machinery was furnished by the Union Iron Works, the Younglove Construction Co. was the Engineers and Builders.

Ten Ways to Kill An Organization.

Dedicated to the Hotel Lobby Hounds who have not time to attend the convention sessions.

1. Miss as many meetings as you can.
2. If you do attend, don't come on time, but late.
3. If the weather is not fine, don't think of going.
4. If you attend, be sure and find fault with the work of officers and other members.
5. Decline all offices, as it is easier to criticize than to do things.
6. Get sore if you are not put on a committee, or if appointed, don't attend meetings.
7. If Chair asks your opinion, tell him you have none, but later tell others what should have been done.
8. Do nothing except that absolutely necessary, and when others roll up their sleeves to help matters, howl because of the clique running things.
9. Delay your dues as long as you can and delay answering all letters.
10. Don't bother about getting new members—"Let George do it."

Common Fire Hazards in Grain Elevators.

Jay A. King, pres. of the Western Grain Dealers Mutual Fire Ins. Co., in a recent circular to policyholders, says:

Experience has demonstrated that conditions in and about a building may be such as to add greatly to the probability of fire, often times allowed to remain unnoticed or possibly considered not important. This applies especially to grain elevators. The most common hazardous conditions in grain elevators are:

Openings or cracks to permit sparks to enter the building.

Window lights broken.

Doors, windows, or other openings unfastened.

Elevator legs rubbing so as to cause friction.

Shafting out of line.

Bearings not kept well oiled.

Dust and dirt accumulated in or about the building.

Oil soaked waste or cloths thrown about.

Gasoline engine on a floor of combustible material.

Gasoline supply in or too near the elevator.

Exhaust pipe not well protected.

Combustible material near engine or in engine room.

Electric wiring improperly installed.

Electric motors in very dusty location.

Electric motors in cupola not in fire proof enclosure.

Single phase motors not enclosed in fire proof room.

Electric fuses not in fire proof enclosure.

Stove and stove pipe not properly protected.

Chimney in unsafe condition.

Siding loose enough to admit lodgment of sparks.

Cob and dust house not kept cleaned out.

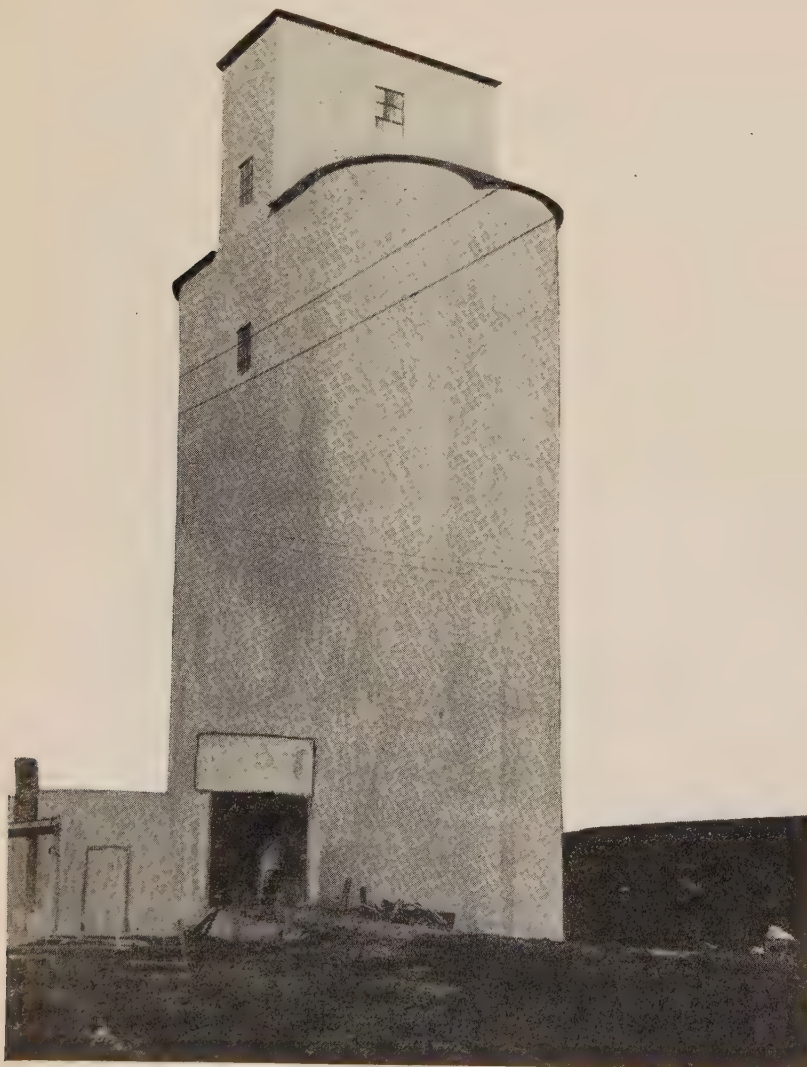
Weeds and rubbish allowed to accumulate on and about the premises.

We have personal knowledge of each of these conditions causing fire to be started in grain elevators. It is unsafe to permit any of them to remain. This being a mutual company, every fire that occurs, which could have been prevented, makes an unnecessary addition to the cost of insurance to be paid by the policy holders.

So many of the policy holders in this company are making the best possible endeavor to eliminate all fire hazards, it is reasonable for them to expect all to do so.

CANADA'S PRAIRIE provinces will produce a billion bushels of wheat in the not far distant future. Only about one-tenth of the surveyed agricultural lands in Canada are settled. In 1896, when the Canadian National Railways were started, Canada exported less than 10,000,000 bus. of wheat. Last year Canada's agricultural exports exceeded \$600,000,000. Grain was the chief commodity.—From an address of C. Price Green before the American Chemical Society at Detroit, Mich.

CORN has always been a domestic proposition. Our experts will not make the price, although there is the possibility that the export demand may have more or less influence on values this season, because our market is lower than that of any of our competitors. This fact is impressive in itself, as it demonstrates that prices have reached a relatively lower level than they have in many years. An adjustment is bound to occur sooner or later. Liquidation will run its course and the movement of the new crop will demonstrate the temper of the farmer. Husking is progressing in several states, but the farmer is apparently not in a great hurry to market. Domestic consumption is one of the greatest factors in the distribution of our supply and current values of livestock encourage most liberal feeding. While a radical advance is unlikely, at least, until confidence is restored, it seems illogical to sell corn after it has depreciated more than half in value.—Simons, Day & Co.



Farmers Concrete Elevator at Tilden, Neb.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Stuttgart, Ark.—Stuttgart Rice Warehouse Co. incorporated for \$5,000 by F. W. Fitzpatrick, J. E. Rhodes and R. E. Thompson.

CALIFORNIA

Fresno, Cal.—The Globe Grain & Milling Co. is closing its office here according to current reports.

Oakland, Cal.—The California Grain Growers Ass'n has leased the 2,000,000-bu. elvtr. of the Western Milling Co. and will operate in the name of the California Farm Buro Elvtr. Corporation capitalized at \$1,000,000.

Merced, Cal.—The Farm Buro Exchange which has been organized to cover Merced, Stanislaus and Madera Counties as a market department of the Farm Buro has established a grain department under the management of R. G. Farthing.—E. R. Leedown, sec'y-mgr. Farm Buro Exchange.

SAN FRANCISCO LETTER.

W. R. Beatty has resigned as a member of the Grain Trade Ass'n.

The Sawyer-Cross Co. has been organized in this city by B. O. Sawyer, formerly mgr. for the Northwestern Milling Co. and F. L. Cross.

The Sawyer-Cross Co. and Thompson-Hughes & Co., both new grain firms at this market, have applied for membership in the Grain Trade Ass'n.

Thompson, Hughes & Co. is a new grain brokerage firm here with offices on California St. E. W. Thompson, formerly gen. mgr. for the Great Western Milling Co. and the Western Milling Co., and A. L. Hughes, formerly Pacific Coast Mgr. for W. E. Rauch & Sons, of Indianapolis, Ind., are the members of the firm.

CANADA

Edmonton, Alta.—The Taylor Grain Co. has incorporated.

Midland, Ont.—The Midland Elvtr. Co. has increased its capital stock from \$180,000 to \$1,000,000.

Oxbow, Sask.—The elvtr. of the Farmers Elvtr. & Trading Co. burned recently with a loss of \$8,000.

Thurso, Que.—J. G. Block, Ltd. incorporated for \$75,000 by G. J. and G. A. Cuthbertson, M. A. Smith and A. D. Donoghue.

Coaldale, Alta.—The Coaldale Co-op. Elvtr. Co. Ltd. has been incorporated for \$100,000 and will build a 100,000-bu. elvtr. at once.

Saskatoon, Sask.—The Quaker Oats Co., Ltd., has let contract for its new elvtr. here and work will be started at an early date.

Toronto, Ont.—The Board of Trade unveiled a handsome bronze tablet in its smoking room. Nov. 11, bearing the names of the seven members of the exchange who died in France during the war.

Ft. William, Ont.—The body of Fred W. Alexander, a government weighmaster who has been missing for sometime, was taken from the McIntyre River near here. It is believed that he met his death thru accident.

Ft. William, Ont.—The Grand Trunk Pacific Elvtr. thru Hugh Phillips, K. C. for Winnipeg, has made an appeal to the Court of Revision here. The company claims that the assessment of \$1,700,000 is too high. The attorney alleged also that the elvtr. has no commercial value at the present time. He gave as evidence the statement that the elvtr. lost approximately \$60,000 last year and that only 7,000,000 bus. of grain passed thru the house whereas it requires about 33,000,000 bus. to pay operating expenses, taxes, etc. The court reserved its decision. The case of the Canadian National assessment on the Mission terminals was also taken up and judgment reserved.

Winnipeg, Man.—The Rescor & Clark Grain Co. Ltd. has been incorporated for \$50,000.

Lyleton, Man.—The elvtr. of the Ogilvie Flour Mills Co., containing a quantity of wheat and oats, burned Nov. 7 and is a total loss.

Melfort, Sask.—The Canada-West Grain Co. Ltd. has recently inaugurated a plan under which grain is hauled for the farmers in the district by a number of large motor trucks.

Montreal, Que.—Edgar Judge, senior partner and pres. of the Judge Grain Co., Ltd., died Nov. 6 at the age of 90 years. Mr. Judge came to this city in 1855 and started in the grain business in 1870, rounding out an even 50 years in the grain trade at the time of his death. In spite of his age he was active in the business and was at the office daily up to a week or so before his death. He was one of the oldest members of the Board of Trade and the Corn Exchange and had filled the offices of counselor and treas. He was also known as one of the best judges of grain in Canada. The Corn Exchange adopted a resolution of sympathy and adjourned the session for the day on the day of the funeral, Nov. 9.

COLORADO

Agate, Colo.—The Agate Elvtr. Co. incorporated for \$25,000.

Denver, Colo.—C. E. Williams has been elected to membership in the Grain Exchange.

Hayden, Colo.—We are not buying grain this year.—J. C. Parker, mgr. Hayden Co-op Elvtr. Co.

Fountain, Colo.—The Farmers Union is considering plans for a mill and elvtr. at this point.

Elbert, Colo.—The Elbert Grain Co. will complete its new elvtr. in a few days. F. A. Seick is mgr.

Deer Trail, Colo.—The Deer Trail Grain Co. incorporated for \$25,000 by E. W. Scott and H. A. Calvert.

Holyoke, Colo.—E. E. Smith of Bartley will build a 40,000-bu. elvtr. here. It will be 28x28 ft. and 78 ft. high.

Craig, Colo.—We have built a new mill and will have it in operation by Dec. 1.—E. C. Johnson, mgr. Farmers Milling & Elvtr. Co.

Denver, Colo.—W. H. Weirman of the Summit Grain & Coal Co. has succeeded Jas. A. McSwigan as pres. of the Grain Exchange. Mr. McSwigan resigned.

Sterling, Colo.—The W. C. Harris Co. has taken over the elvtrs. formerly owned by the Haley-Harris Co. and W. C. Harris is the only member of the firm.—Glenn Morris, mgr. grain dept., W. C. Harris Co.

Denver, Colo.—C. B. Rader, the new sec'y of the Grain Exchange, has posted a notice to the effect that car condition reports will be furnished with the inspection certificates in the future. The charge will be 25c to the shipper.

Denver, Colo.—Chief E. J. Joerger, of the grain inspection office of the Grain Exchange, is recuperating from the effects of a serious operation which will keep him at the hospital for some time. B. M. Hayward who is his ass't is taking charge of affairs during his chief's illness.

Boyd Lake (Kelim p. o.), Colo.—The bursting of our elvtr. at this point was of little consequence. Contrary to reports no wheat was lost, the accident being due to the fact that the partitions between two of the bins had sprung and sheared off the rivets, letting the wheat run from one bin into the other one.—Loveland Flour Mills, Loveland.

IDAHO

Fairfield, Ida.—F. C. Muffley has installed a grain elvtr. in his warehouse.

Emmett, Ida.—We do not figure on building an elvtr. here at present as has been reported.—F. H. Hogue, Denny & Co., Payette.

ILLINOIS

Lawndale, Ill.—Louis Ohmes is now mgr. for the Farmers Elvtr. Co.

Biggsville, Ill.—The Farmers Elvtr. Co. is considering plans for an elvtr.

Alonzo Station, (Wellington p. o.), Ill.—John Galloway is mgr. of the new elvtr. here.

Pekin, Ill.—The plant of the Corn Products Refining Co. has been closed indefinitely.

Fancy Prairie, Ill.—The Farmers Elvtr. Co. has re-organized and now operates on a co-op. basis.

Croft, (Fancy Prairie p. o.), Ill.—Lee Newton is now mgr. for the Middleton Grain & Coal Co. here.

Dayton, Ill.—We will install an electric motor in the elvtr. here.—Carter Grain & Lumber Co., Ottawa.

Atwood, Ill.—C. G. Lough who has been mgr. for the Atwood Grain & Supply Co. since its organization, has resigned.

McCarty (Waverly p. o.), Ill.—R. F. Ryan is now mgr. for the McCarty Farmers Elvtr. Co. Jas Kenny was formerly mgr.

Byron, Ill.—John C. Scott, formerly with the White Rock Elvtr. Co. at Kings, is now mgr. for the Farmers Grain Co. here.

Elgin, Ill.—L. Danner at this place has equipped his elvtr. with a Bernert Car Loader and also a Bernert Ear Corn Blower.

Lake Fork, Ill.—The Farmers Co-op. Elvtr. Co. incorporated for \$25,000 by W. E. Birks, L. W. Lewis, M. Lucas and P. B. Tendick.

Maroa, Ill.—I am still in the grain business here but have been away for the last 4 months, visiting in the Argentine.—W. C. McGuire.

Pana, Ill.—I am at present at Amarillo, Tex. I did not start in the grain business at this point as I expected to.—E. G. Rasbach.

Oneida, Ill.—The concrete work on the new elvtr. of the Farmers Co-op Co. has been completed and the machinery is being installed.

Seneca, Ill.—We have changed our plant from steam to electric power, lowered our driveway and installed Trapp Dumps.—M. J. Hogan Grain Co.

Disco, (no p. o.), Ill.—I still own the elvtr. here but the post office has been discontinued and my address is now R. F. D., Dallas City.—A. C. Garrett.

Pierron, Ill.—The Pierron Co-op Equity Exchange succeeded me in business here, Nov. 1. The company lease my elvtr. and warehouse.—Phil M. Essenpreis.

McDowell, (Pontiac p. o.), Ill.—I have succeeded Chas. Cotrell as mgr. for the Farmers Elvtr. Co. here. Mr. Cotrell was mgr. for 18 years.—O. W. Ripsch.

Dailey, (Penfield p. o.), Ill.—C. O. Rice has succeeded S. P. Cunningham as mgr. for the elvtr. of the Dailey Grain Co. here, formerly the Farmers Elvtr. Co.

Alton, Ill.—H. B. Sparks, pres. of the Sparks Milling Co. here, has taken up the reins and will actively fill his office in future. He has been "off duty" for a year.

Niota, Ill.—Our new 20,000-bu. concrete elvtr. is nearing completion. Ballinger & McAllister have the contract.—R. R. Bertschi, mgr. Farmers Elvtr. & Supply Co.

Gifford, Ill.—Roscoe A. Trumbull of Springfield, has succeeded Otis J. Bear as mgr. for the Gifford Elvtr. Co. Mr. Bear having resigned to go into business at Royal.

Pesotum, Ill.—We sold our elvtr. to the Farmers Elvtr. Co. last summer. I am mgr. for the new company.—E. V. Burton, Pesotum Elvtr. Co., formerly of Davis, Burton & Gardiner.

Martinton, Ill.—J. H. Pruitt has succeeded me as mgr. for the Farmers Martinton Elvtr. Co. I resigned Oct. 1.—O. W. Ripsch, mgr. Farmers Elvtr. Co., McDowell, (Pontiac p. o.).

Havana, Ill.—J. A. McCreery & Sons of Peoria have opened an office here in the Politz Building and will be correspondents for E. Lowitz & Co. John Peters of Mason City is in charge.

Litchfield, Ill.—Chas. B. Munday, who has been convicted and sentenced to penitentiary for 5 years for the alleged wrecking of his bank and who owned a grain business and elvtr. here, has served only 5 days of his 5-year sentence and is at liberty on a writ of supersedeas, permitting 60 days' delay in the execution of his sentence. In the meantime he has applied for a pardon.

Mattoon, Ill.—We have incorporated for \$20,000 and will ship ear corn this winter. We will build a 35,000-bu. fireproof elvtr. in the spring.—R. A. Redding, sec'y and mgr. Farmers Co-op Co.

Royal, Ill.—We have bot the elvtr. of C. E. Fletcher and are in possession. I was formerly mgr. for the Gifford Elvtr. Co. at Gifford.—O. J. Bear, Bear & Grussing. (Mr. Bear is mgr. and John Grussing, Jr., is his ass't.)

St. Augustine, Ill.—J. S. Harrod has taken over the entire business of Harrod & Fielder and the partnership has been dissolved. The two men were mgrs. of the elvtr. of Bader & Co. here. Mr. Harrod will take care of the business now.

Bloomington, Ill.—The Harrison Ward Grain Co. is a stockholder in our organization, J. H. Harrison, pres. of the company being vice-pres. of the new company. D. Sensenbaugh is vice-pres. also, Geo. Stautz sec'y and I am pres.—R. C. Kramer, Illinois Feed & Elvtr. Co.

Griggsville, Ill.—W. H. McKeown and John F. Heller, owners of the Pike Mills which burned Oct. 24, have dissolved partnership. Mr. McKeown retains the mill site and will build a large elvtr. in the spring if conditions are favorable. Mr. Heller will engage in the bakery business.

Tuscola, Ill.—W. F. Shaffer has succeeded Fay R. Current as mgr. for the Sawers Grain Co. at this point. Mr. Current will go on the road for the company, making his headquarters at Danville. Mr. Shaffer was for 3 years connected with the James L. Bush Grain Co. and for the last year with the Kempner Grain Co. here. He will be succeeded by M. Pletch.

CHICAGO NOTES.

Board of Trade memberships are now quoted at \$8,100 net to buyer.

Penick & Ford have opened a grain department in the North American Building.

Pres. Leslie F. Gates of the Board of Trade has been appointed a member of the State Military Commission.

New members of the Board of Trade are: W. C. Harvy, W. E. Dunn, J. J. Coffman, J. G. Gates and W. A. Smith.

G. N. McReynolds, of Alton, Ill., has succeeded E. G. Cool as traveling representative for Iowa for P. H. Schifflin & Co.

E. R. King formerly with the Arcady Farms Milling Co., is now connected with the Godfrey Grain Co. of Minneapolis.

Simons, Day & Co. have opened offices in Duluth and Minneapolis. S. A. McPhail is mgr. at the former and F. B. Beaupre at the latter office.

The directors of the American Malt & Grain Co. have voted to dissolve the company. The company is said to have \$1,000,000 cash resources in excess of its liabilities.

J. C. Mitchell, probably the oldest active grain dealer at this market, is ill and has been unable to attend to his office for the last 3 weeks. Mr. Mitchell is 86 years old and has been in the grain business for many years.

James M. Hooper, who joined the Board of Trade in 1907, sold his membership Nov. 10. He is one of the oldest oat specialists in the grain trade. He was active in the grain trade at Boston for over 30 years but retired several years ago.

An amendment voted on by members of the Board of Trade to change the rules relative to holding brokers responsible for their trades was carried by 271 to 71. The new rule provides that brokers will be held responsible for their trades until they have given up a name acceptable to the other party in the trade.

The Board of Trade post of the American Legion held its Armistice day celebration on the evening of Nov. 13 in the reception room of the Exchange. Pres. Gates of the Board presented the post with a beautiful American flag as a gift from the members of the exchange. Commander Weldon W. Doe thanked the donors in the name of the post.

INDIANA

Colfax, Ind.—L. Waugh and C. Jordan have started work on excavations for their new elvtr.

Nappanee, Ind.—I am not in the grain business at present.—J. G. Hays succeeded me as mgr. for the Farmers Grain & Mercantile Co.—G. D. Stauffer.

Medaryville, Ind.—I shall operate the elvtr. here until Jan. 1 when the Medaryville Co-op. Co. will take charge.—Albert Reep. (The company bot Mr. Reep's elvtr. sometime ago.)

The Jefferson Grain Co., Frankfort, Ind., Armour Grain Co., Buffalo, N. Y., and the Farmers Elvtr. Co., Lowell, Ind., are new members of the Indiana Grain Dealers Ass'n.—Chas. B. Riley, sec'y.

Malden, (Valparaiso p. o.), Ind.—Berryman F. Jones, mgr. of the elvtr. of the Goodrich Bros. Hay & Grain Co. here, died recently at the age of 63. He is survived by his widow and 5 sons.

Lynn, Ind.—Wm. E. Fleischhauer who was miller for the Jay Grain Co. which recently sold its elvtr. and mill, for 20 years at Mulberry, is now in charge of the mill of the Lynd Mill & Elvtr. Co. here.—S. A. Miller, Mulberry.

Fortville, Ind.—A. B. Cohee and Bert Ferr have bot the elvtr. of McBan & McBan for \$20,000 and have been in possession since Nov. 10. N. P. Claybaugh negotiated the deal. The new owners will operate as Ferr & Cohee.

Manilla, Ind.—The Farmers Alliance has been organized to operate elvtrs. at this point, Homer and Rays Crossing. The company will be incorporated and will buy the elvtrs. of Thos. Mull at the points mentioned, according to the latest reports.

Anderson, Ind.—Moses Weeks, who has been driving a truck for the Anderson Grain & Feed Co., and Arthur Retz are reported to have been arrested on the charge of stealing and disposing of flour which Weeks is alleged to have carried away from the elvtr. with his orders. Retz is said to have provided the customers.

Attica, Ind.—The death of J. T. Nixon, pres. of Nixon & Van Deventer, was a great shock to his many friends and acquaintances, many of whom had greeted him at the polls the day before he died. He had been in ill health for sometime but his death was unexpected. He is survived by his wife, a daughter, Mrs. VanDeventer, and one son.

Roseburg, (Marion p. o.), Ind.—There were two tile elvtrs. built in Marion last year. One company operates as the Marion Co-op Exchange. As far as we can find out there is no company called the Farmers Co-op Co. There is a Farmers Exchange & Supply Co. and with so many names of the same nature in the same place it is very confusing to the carriers as well as the public. We are not connected with any of the Marion firms.—Farmers Co-op Co. of Roseburg.

Crawfordsville, Ind.—The Indiana Grain, Feed & Coal Co. has been incorporated with a capital stock of \$100,000 by Otto Le Forge, Robert W. Martin, John Weeks, Russell Shahan and Ed Lee. The headquarters will be in this city and the firm will handle grain, feed, salt, coal and fertilizer. A fireproof storage warehouse will probably be built soon. All of the men interested are grain men, Mr. La Forge owning and operating elvtrs. at Morgan and Boyleston; Mr. Weeks owns an elvtr. at this station and Mr. Shahan is in the grain business at Lizton and New Ross. Mr. Lee is a former member of Lee & Son, who sold their elvtr. here last year. He has been engaged with R. W. Martin of this city in the commission business for sometime. Mr. Martin will be sec'y. The company will be in active business before Jan. 1, according to Mr. Lee.

Raub, Ind.—Affairs of the Raub Grain Co. operating an elvtr. here, have been placed in the hands of a receiver. A shortage, which has been placed at approximately \$75,000, was found in the company's accounts, a few months ago, following the disappearance of Lee Kelley, who had been acting as mgr. Kelley later returned and insisted that the missing money was used in legitimate speculation for the company. Chicago firms, through which he did business, are endeavoring to collect about \$40,000, which they claim the Raub concern owes them, but which the company insists can not be collected because it represents money lost by Kelley in speculation not authorized by the company. The present manager, Chas. Teagarden, has been appointed receiver following a suit brot by Arminda J. Anderson who has asked for \$6,017.55 which she alleges is due her for grain sold to the company. It is claimed that the total indebtedness to farmers and the banks is \$32,000, and the assets are listed at \$30,000.

Summitville, Ind.—M. Gerald of Dublin has succeeded Pearl Oldfield as mgr. for the Gordon Grain Co. Mr. Oldfield will move to Marion and engage in the oil business.

IOWA

Beeman, Ia.—The Beeman Elvtr. Co. is installing a dump.

Fonda, Ia.—The elvtr. of Guy Wilde has been covered with corrugated iron.

Lytton, Ia.—The Farmers Elvtr. Co. has installed new dump and scales.

Crescent, Ia.—The Farmers Co-op. Co. will build an elvtr. at this station.

Winterset, Ia.—The Farmers Co-op. Co. will build a 30x40 ft. elvtr. of glazed tile.

Toledo, Ia.—I have been mgr. for the Farmers Elvtr. Co. since Oct. 20.—A. R. Metcalf.

Adel, Ia.—Ralph Myers has succeeded Patsy Fitzgerald as mgr. for the Farmers Elvtr. Co.

Plover, Ia.—A. G. Heathman is now mgr. of our company.—Farmers Grain & Coal Co., per Dwyer.

Hartwick, Ia.—I have succeeded J. F. McNalley as agt. for the King-Wilder Grain Co. here.—C. C. Gay.

Correctionville, Ia.—M. H. Spurgeon & Son have installed a Globe Dump. The Younglove Construction Co. did the work.

Des Moines, Ia.—J. D. Yearous has succeeded Manuel Strom as mgr. for The Taylor & Bournique Co. at this market.

Cumberland, Ia.—The new cribbed elvtr. of E. & P. Kirchner has been completed. It replaces the house burned Aug. 8.

Wallingford, Ia.—Fred S. Gehlke, mgr. for the Farmers Elvtr. Co., was recently married to Miss Matta I. Kruse, of Estherville.

Balfour, Ia.—Geo. Sien, mgr. for Gund & Sien, fell 30 ft. from the top of a ladder while at work in the elvtr. and hurt one of his feet badly.

G. N. McReynolds, of Alton, Ill., has succeeded E. G. Cool as "Knight of the Road" for P. H. Schifflin & Co., of Chicago. He will cover this state for them.

Gladbrook, Ia.—Our new concrete elvtr. will be completed in two weeks. The house and our new coal pockets, just completed, are up to date in every way.—Farmers Elvtr. Co.

Gladbrook, Ia.—The new 25,000-bu. concrete elvtr. of the Farmers Elvtr. Co. has been completed and the machinery is being installed. The Younglove Construction Co. had the contract.

Elliott, Ia.—The grain and coal business formerly owned by Carson & Ploghoft was recently sold to R. C. Kipp who is in possession. Extensive improvements will be made within the year.

Atlantic, Ia.—Gund, Sien & Co. have succeeded Gund & Sien. The new firm is composed of August Sien, C. F. Gund and Myron Shipman. We own and operate 10 elvtrs. with headquarters in this city.—M. Shipman, Gund, Sien & Co.

Somers, Ia.—The Somers Elvtr. Co. will have a new 25,000-bu. steel and concrete elvtr. by Dec. 1, if the weather holds out. The walls are nearly all poured for the four tanks comprising the elvtr. There will be 7 bins. The equipment will be up to date.

Chariton, Ia.—The Farmers Elvtr. Co. has been trying to make arrangements to buy a local elvtr. here for the last two months but has been unsuccessful. It has now leased a site on the C. R. I. & P. Ry. and will build an elvtr. and put in a lumber yard in the spring.

Steamboat Rock, Ia.—I have installed a Trapp Truck Dump and it works fine. For your information I might also say that my father, H. Potgeter, who has run this business since 1889, has now retired from active business life and that I, Geo. Potgeter, his son, am the proprietor of the business now.—Geo. Potgeter, Potgeter Grain Co.

Hawarden, Ia.—P. E. Granger, for many years a grain dealer here, died Nov. 10, at the age of 75. In 1884 he came to this city and engaged in the grain business under the name of Granger & Cox. The company operated a line of houses. In 1891 he sold his interest in the elvtrs. and moved to Sioux City, and took charge of 18 elvtrs. operating along the S. C. & Nor. R. R. Later he came back to this city and the leaving it many times has always called it "home." He is survived by 10 children.

Primghar, Ia.—The Farmers Elevator Co. is installing a 10-ton truck scale and Globe Dump in its elevator. The Younglove Construction Co. is doing the work.

Iowa City, Ia.—Geo. Katzenmeyer has bought the interest of his brother, Philip, Jr., in the firm of Katzenmeyer Bros. and is now sole owner of the mill and elevator of the company. The old firm which has been in business here for 44 years will be dissolved. Geo. Katzenmeyer founded out 25 years service in the business the day he bought out his brother, as he worked with his father until his death when the 2 boys took hold of the firm. Cyril and Geo. Katzenmeyer, Jr., will be employed at the plant.

KANSAS

Lebo, Kan.—I am out of the grain business. —John M. Black.

Varner, Kan.—The elevator of the Richardson Grain Co. has been sold.

Grantville, Kan.—The Farmers Union has been organized here to build an elevator.

Salina, Kan.—I have moved my office from this city to Enid, Okla.—J. G. Price, J. G. Price Grain Co.

Little River, Kan.—Our new office is modern in every way and cost us \$7,000. We are now using it.—Burke Grain & Livestock Co.

Madison, Kan.—The elevator and warehouses of the Soule Mill & Elevator Co. burned recently with a loss of \$50,000; insurance \$30,000.

Ellsworth, Kan.—The new plant of the H. D. Lee Flour Mills Co. will be ready for the installation of new machinery by Jan. 1.

Hewins, Kan.—Ross & Floyd are now in the grain business here.—M. H. Taylor Grain Co., formerly at Hewins, now at Muskogee, Okla.

Olmitsch, Kan.—Alfred Meyer is manager for the recently organized Farmers Union Co-op. Elevator Co. The company has bought the Chatten Elevator.

Ellsworth, Kan.—The new plant of the Weber Flour Mills Co. is going up rapidly. The concrete work has been completed as far as the 4th story.

Hanston, Kan.—W. B. Odle is manager for the Farmers Co-op Grain & Supply Co. which recently bought the elevator of the old Farmers Grain & Supply Co.

Atchison, Kan.—The Chester L. Weeks Co. is reported to have discontinued business and Mr. Weeks is now with Beyer Grain Co. at Kansas City, Mo.

Liberal, Kan.—The Light Grain & Milling Co. has completed the foundations for its new office and will rush the superstructure as much as possible.

Hugoton, Kan.—The H. B. Wheeler Grain Co. has let contract to the White Star Co. for a 15,000-bu. elevator to be operated by electricity. Work has been started.

Chetopa, Kan.—I have been seriously ill in the hospital and am now out of the grain business. May return later.—G. W. Pratt, formerly prop. Chetopa Grain Co.

McCracken, Kan.—We have not decided at just what stations we will build elevators. at present, possibly one at Hoisington and one at Hargrave.—Ryan Grain Co.

Dodge City, Kan.—J. V. Fleming has opened a brokerage office at this market and will trade on his own account. He was formerly manager for the Trusler Grain Co. at this point.

Kensington, Kan.—Henry Westerman, a well known elevator and grain man in this part of the state, died Nov. 19. He operated a number of elevators in northwestern Kansas at one time.

Pawnee Rock, Kan.—The elevator office of W. M. Lewis was discovered on fire recently but the quick and efficient service of a bucket brigade saved the building. The interior is a total loss.

Pretty Prairie, Kan.—I have bought my partner's interest in the firm of Collingwood and Krehbiel and will continue the business as owner and manager, operating under my own name.—D. E. Krehbiel.

"EXCEPTIONAL SERVICE"

Jones-Hettelsater Const. Co.
Designers and Builders of
GRAIN ELEVATORS and FLOUR MILLS
706 Mutual Bldg., Kansas City, Mo.

Topeka, Kan.—The Page Milling Co. has completed an addition to its storage plant. It is of concrete construction, 105 ft. high and has a capacity of 30,000 bus. The machinery will be installed at an early date.

Susank (Hoisington p. o.), Kan.—J. F. Stoskopf has just completed a 7,000-bu. elevator here. The Barton Co. Lbr. Co. has built new coal sheds and will handle coal.—Peter Rothe, mgr. Farmers Union Co-op. Grain & Supply Co.

Wilson, Kan.—The Wilson Milling & Elevator Co. and Weber & Co. have installed new truck dumps. We intend to install one in the near future. Our coal sheds, damaged by fire, Oct. 2, have been repaired. The loss was covered by insurance.—E. C. Jarus, mgr. Farmers Elevator Co.

Topeka, Kan.—It is reported that a bill prohibiting Boards of Trade in Kansas will be introduced in the next session of legislature. E. Z. Frisell who was recently elected to the state senate and is a member of the state board of agriculture, is interested in the passage of the bill.

Montezuma, Kan.—A. N. Rennie, G. Rennie and myself bought the elevator of the Ward Bros. Grain Co. here about a month ago. We operate as the Montezuma Grain Co. and I am manager. We handle grain, coal, flour and feed.—M. J. Long. (It was reported that the company operated as Rainey Grain Co.)

Kackley, Kan.—The recent fire in our elevator started in a cob pile outside the elevator and was burning up the end and into the roof of a 14 ft. addition to the elevator east of the driveway when discovered. The chemical fire extinguishers failed to work but we put the fire out by the quick use of salt water from fire barrels. A bucket of that brine seems to extinguish more flames than many times the amount of fresh water.—Agt. E. A. Fulcomer.

HUTCHINSON LETTER.

M. Bennett has resigned as manager for the Kansas Grain Co. here.

Tom Daniels is now grain buyer for the Southwest Grain Co.

Roy Patrick is now on the road for the Ferguson-Shircliffe Grain Co.

The R. C. Moore Grain Co. has been admitted to membership in the Board of Trade.

T. H. Graves & Co. have moved their offices to the Rorabaugh-Wiley Building and will do only an exchange brokerage business in future.

KENTUCKY

Lexington, Ky.—J. W. Morrison has been nominated as candidate for the presidency of the Board of Commerce.

Covington, Ky.—Nordmeyer & Berding are out of business. Early & Daniel and the Cincinnati Grain Co. handle grain here, I think.—H. N. B.

Louisville, Ky.—The state Court of Appeals has made a favorable decision in the suit of Garnet Zorn, of S. Zorn & Co., against the state of Kentucky, to prevent the collection of an inheritance tax on \$42,213.97 which Mr. Zorn contended was given to him by his father, Sebastian Zorn, several years ago, as a gift. The court sustained the contention that the money was a gift not an inheritance.

LOUISIANA

New Iberia, La.—The New Iberia Mill & Grain Co. has been incorporated for \$40,000 with M. Bergerie as president and J. B. Suberbielle as secretary-treasurer.

MARYLAND

Union Bridge, Md.—The Union Bridge Milling & Supply Co. has been incorporated by L. J. Fisher, J. W. Warner, and others.

BALTIMORE LETTER.

Nelson J. Ross has been admitted to membership in the Chamber of Commerce.

H. E. Wack & Co. have installed a corn sheller in their plant.

A new blackboard for the recording of Minneapolis grain quotations on the floor of the Chamber of Commerce, will be installed at once by the directors of the exchange.

H. C. Jones, president of H. C. Jones & Co., Inc., has been placed on the retired list of the state National Guards with the rank of Colonel. Col. Jones served thru the Mexican War and in the last great war.

Wm. Winchester and J. N. McCosh have applied for admission to the Chamber of Commerce.

MICHIGAN

Clare, Mich.—The Clare Hay & Bean Co. has increased its capital stock to \$30,000.

Bad Axe, Mich.—The Bad Axe Grain Co. has increased its capital stock from \$150,000 to \$300,000.

Overisel (Holland p. o.), Mich.—We have bought the elevator here and at Fillmore.—Kolvard Mfg. Co.

Union City, Mich.—The Farmers Co-op Ass'n has completed its new 10,000-bu. elevator. It has 6 bins.

Detroit, Mich.—It is reported that the Commercial Milling Co. contemplates building an office and warehouse here.

Alma, Mich.—Members of the Alma Grain & Lumber Co. are considering the reorganization of the company on a co-op basis.

Constantine, Mich.—The plant of the A. H. Randall Milling Co. burned Nov. 12 with an estimated loss of \$75,000. The company sold its elevator here last spring.

Gaines, Mich.—We have bought the elevator of Geo. Judson here and operate in our old name, although we have sold the house at Swartz Creek.—Swartz Creek Grain Co., formerly at Swartz Creek.

Swartz Creek, Mich.—We have sold our elevator here to the Gleaners Clearing House Ass'n and have bought the elevator of Geo. Judson at Gaines where we operate in our old name.—Swartz Creek Grain Co., H. Frutchey, secretary.

MINNESOTA

Ogema, Minn.—The Ogema Grain Co. is building an elevator.

Hendrum, Minn.—E. W. Miller is now manager for the Monarch Elevator Co.

Miloma, Minn.—G. C. Chandler is buyer for the Farmers Co-op Elevator Co.

Mapleton, Minn.—The elevator of the late J. H. Dobie is not in operation.—Jos. J. Dobie.

Dundas, Minn.—Mail addressed to the Dundas Elevator & Grain Co. is returned marked "Moved."

Glenville, Minn.—The Farmers Equity Co. of St. Paul has bought the elevator of the Farmers Elevator Co. here.

Kandiyohi, Minn.—Chas. Chalberg has succeeded John Wickland as president of the Farmers Union Elevator Co.

Wanamingo, Minn.—The Farmers Elevator Co. is making extensive improvements in its plant here.—Geo. B. Marble.

Sauk Center, Minn.—The Farmers Equity Elevator Co. is being formed here. It will buy one of the local elevators, according to report.

Kennedy, Minn.—A. Evert has so far recovered from his recent illness that he is up and around but he is not doing any active work yet.—Kennedy Grain & Supply Co.

Wells, Minn.—We did not install a cleaner as recently reported but we did put in a larger motor and we expect to install a coal conveyor in the spring.—Val C. Meyer, mgr. Farmers Elevator Co.

Lamberton, Minn.—The elevator of the Farmers Elevator Co. has been equipped with the latest machinery and is a most up-to-date house. The elevator of the Farmers Elevator Co. at Tracy is also fully equipped and in splendid shape to handle crops.—Geo. B. Marble.

DULUTH LETTER.

W. D. Jones, who represents the Hallett & Carey Co. at this market, is convalescing from a nervous breakdown and expects to be at work again soon.

C. H. Parson has succeeded W. D. Newcomb as secretary of the Globe Elevator Co. Mr. Newcomb has been given a year's leave of absence on account of ill health.

Simons, Day & Co. have opened an office in the Board of Trade Building with S. A. McPhail as manager. The membership of Charles L. Lewis has been posted for transfer to Jas. A. Simons.

The directors of the Board of Trade have declared that the membership which has been standing in the name of Jos. F. McCarthy, is the property of Chas. Lewis & Co. Mr. McCarthy is manager for the Postal Telegraph Co. on the floor of the exchange.

H. A. Jurgens has been admitted to membership in the Board of Trade on transfer from U. J. Branstad.

MINNEAPOLIS LETTER.

B. Crossman has been admitted to membership in the Chamber of Commerce.

Simons, Day & Co. have opened a wire office here with F. B. Beaupre in charge.

The elvtr of the Central Milling Co. which was destroyed by fire, Nov. 5, will be rebuilt.

A. E. Martin is now mgr. of the office of Thomson & McKinnon in this city, Daniel McKinnon, former mgr., having gone to the office of the company in St. Paul for the present.

The Chamber of Commerce has notified the state Department of Agriculture, thru Sec'y John G. McHugh that it will admit to membership a central selling agency to be organized by farmers elvtr. companies to market their grain and that the agency will be accorded full trading privileges.

E. R. King, formerly with the Arcady Farms Milling Co. of Chicago, Ill., is now with the Godfrey Grain Co. of this city. For the present he is at the terminal elvtr. of the company here but will later help to look after the interests of the company in regard to the oats shipping department.

Chas. Vogel, sec'y and gen. mgr. for the Eagle Roller Mills Co., pres. of the Century Milling Co. of this city and pres. of the Marshall Milling Co. of Marshall, fell from a window in his apartments on the 9th floor of the Hotel Radisson, Nov. 8, and was instantly killed. It is thot that Mr. Vogel, who had not been in good health for sometime, felt faint and stepped to the window for fresh air. Apparently he leaned too far out of the window or became dizzy and pitched forward, falling to the sidewalk. He was 53 years old and was well known in grain and milling circles. His untimely and tragic death was a great shock to all who knew him. He is survived by his widow and two sons, H. C. Vogel, vice-pres. of the Century Milling Co. and the other M. A. Vogel of this city who is a physician. Burial was at New Ulm, his home.

MISSOURI

St. Joseph, Mo.—The Grain Exchange will hold its annual banquet Jan. 4.

Marshfield, Mo.—The Marshfield Milling Co. suffered a fire loss of \$5,000 or more recently.

Harrisonville, Mo.—The J. W. Karr Grain Co. has succeeded the Polk Bros. Milling Co.

Springfield, Mo.—A warehouse of the Newton Grain Co. burned recently with a loss of \$10,000.

Poplar Bluff, Mo.—The Mississippi County Co-op Elvtr. Co. has been organized with a capital stock of \$100,000 to build an elvtr.

Centralia, Mo.—Potts & Wade, who formerly shipped in grain at this station, are out of business and both parties have moved away. They did not operate an elvtr.

Clayton, Mo.—The St. Louis County Farmers Buro has voted to build 5 concrete elvtrs. and has tentatively selected Valley Park, Allenton, Bridgeton, Black Jack and Chesterfield as sites.

Charleston, Mo.—No deal has been consummated between the Farmers Co-op. Elvtr. Ass'n and the Hutson Grain Co. and Charleston Milling Co. The two companies have offered their plants and the matter is being considered.—Oscar H. De Wolf.

Springfield, Mo.—We have our new warehouse completed, which is constructed of vitrified tile for the floor above the basement. The basement is absolutely fireproof, not a stick of wood being in it. The pillars are of concrete built on the mushroom style. Our building has every convenience from call-buzzer system to steam-heated garages, including spacious offices for a complete force of help. On our left we own another big lot, on which we intend to erect a nice modern terminal elvtr. in the course of time. In fact we now consider that we have the most modern and up-to-date warehouse and office building in our line in the state.—Lipscomb Grain & Seed Co., F. W. Lipscomb, ass't mgr.

Henly, Mo.—The Farmers Elvtr. Co. has been organized with a capital stock of \$10,000.

KANSAS CITY LETTER.

Alfred Huttig has been admitted to membership in the Board of Trade.

J. B. Bracken, who has been ill for the last two months, is again at his desk. He is with E. F. Leland & Co.

L. P. Nellis of the Nellis, Witter Grain & Milling Co. which is now out of business, is now broker for J. S. Bache & Co.

The directors of the Board of Trade adopted a resolution Nov. 19 that purchasers of grain on destination weights must certify official unloading weights to the seller within 3 days after being received. A large number of cars sold during the time trading on destination weights were permitted some time ago have not been settled for yet. Sales on destination weights are not permitted now.

The Rodney Milling Co. has been organized in this city to take over the plants of the Seaboard Milling Co. here and the Warrensburg Mills at Warrensburg. Members of the firm are J. L. Rodney, who owns and operates plants at Abilene and Tonganoxie, Kan., pres. and gen. mgr.; Harry Bresky, New York, former pres. of the Seaboard Milling Co. which has never operated the new mill and 500,000-bu. elvtr. the company has just completed and John Hayes, pres. of the John Hayes Grain Co. of Wichita.

ST. LOUIS LETTER.

J. B. Horton Grain Co. incorporated for \$50,000.

The Empire Hay & Grain Co. has been incorporated for \$10,000 by Geo. A. Brinkman.

Leonard Werthan has applied for membership in the Merchants Exchange on transfer from Morris Werthan.

Marshall Hall has been elected a director of the Chamber of Commerce in this city and will represent the Merchants Exchange on the board.

Chas. L. Niemeier, pres. of the Merchants Exchange, has been suffering from a nervous breakdown and has been unable to attend to his duties for the last month. He is said to be improving but is still unable to see even his closest friends. Aside from business worries, Mr. Niemeier has been anxious over the illness of his wife who has been very sick for some time. His many friends and associates are anxiously awaiting his return to health. Harry H. Langenberg, first vice-pres. of the exchange, is now acting pres.

MONTANA

Cut Bank, Mont.—W. G. Blackorby is now mgr. for the Occident Elvtr. Co. at this station.

Harlem, Mont.—The Farmers Elvtr. Co. has equipped its elvtr. with new transmission machinery.

Miles City, Mont.—The Miles City Milling & Elvtr. Co. has increased its capital stock to \$100,000 and is installing new machinery.

Fallon, Mont.—I am now mgr. for Hackney & Alair here.—A. Grinder, formerly mgr. for the Farmers Elvtr. Co. at McGregor, N. D.

Townsend, Mont.—The Gary Hay & Grain Co. of Bozeman, have bot the elvtr. of the Intermountain Milling Co. known as the North Elvtr. T. W. Roll will be mgr.

Fife, Mont.—Carl E. Halgreen has bot an interest in the Farmers Elvtr. Co. here and will succeed C. H. Podger as mgr. Mr. Podger will retire from the grain trade and move to Los Angeles, Cal.

Geyser, Mont.—Louis Coughlin, mgr. for the Judith Milling Co. who operate the elvtr. of the Equity Co-op. Elvtr. Ass'n under lease, was instantly killed Oct. 20, when he tried to kick a belt into place without stopping the machinery.

NEBRASKA

Superior, Neb.—The Farmers Union will build a 35,000-bu. elvtr.

Grand Island, Neb.—The Earl H. Ground Grain Co. has moved to Scotts Bluff.—M.

Scribner, Neb.—The Farmers Co-op Mercantile Co. has completed a new office.

Battle Creek, Neb.—Farmers have not bot or built an elvtr. here and no report has been circulated at this point, that they contemplated doing so.—Baker Bros & Co.

Minden, Neb.—M. Holquist, of Hastings, is the new mgr. for the Koehler-Twidale Co.

Stamford, Neb.—The Stamford Equity Exchange has increased its capital stock to \$25,000.

Burwell, Neb.—A. H. Meyer bot our elvtr. and is now in possession.—H. L. Davis, Davis & McDonald.

Charleston, Neb.—I am now located at Orange, Cal.—H. H. Otto, (Mr. Otto formerly owned an elvtr. here).

North Bend, Neb.—Ted Lannon has succeeded Wm. Lannon as mgr. for the C. A. Millar Grain Co. William will move to Fremont.

Primrose, Neb.—I am now mgr. here. We handle in addition to grain, coal, flour, salt, feed and livestock.—F. W. Kusek, Farmers Elvtr. Co.

Hadar, Neb.—We will enlarge our lumber yards 60% and will also make improvements in the plant. The work will be done this winter or early in the spring.

Lewellen, Neb.—We owned the elvtr. formerly operated by Atkinson & Wickham under lease and when they surrendered the lease we started to operate it ourselves.—Roy M. Brown, mgr. Brown & Co.

Bloomfield, Neb.—We have repaired our elvtr. as well as painted it. The new warehouse is 16x28 ft. and is constructed of cement and plaster. We have also graded up our lots at the lumber yard.—W. A. Trenhaile, Farmers Union Elvtr. Co.

Pierce, Neb.—The Farmers Union Ass'n have no connection with this company, and do not handle the same line of stocks. Ours is grain, coal and building materials. Theirs is dry goods, groceries, cream, farm machinery and twine.—Farmers Grain Co.

Wayne, Neb.—We have always had motors in our elvtr. so did not have to install any and we did not install a truck dump as reported. The only repairs we made consisted of raising the office and scales which were too low as the city is paving in front of the elvtr. and we were below grade.—Geo. E. Chapman, mgr. Farmers Union Co-op Ass'n.

OMAHA LETTER.

Fred B. Martin is in charge of the office of the Wells, Abbott, Nieman Co. in this city.

The Butler-Welsh Grain Co. has moved into new offices in the Grain Exchange, now occupying the former office of the O'Donnell Grain Co.

A. M. Conners, the first man employed by the Maney Milling Co. when it built its mill here in 1909, has been appointed sec'y of the Maney Milling Co. and the Maney Grain Co. He will also be sales-mgr. of the milling company. He was formerly traffic mgr.

Chas. H. Wright, S. P. Mason and Frank J. Taylor were elected directors of the Grain Exchange at the annual election Nov. 17. The directors appointed Chas. A. Wright president at their first meeting. Mr. Mason succeeded Otis M. Smith and Mr. Taylor, J. A. Linderholm, Mr. Wright was re-elected.

E. R. Thresher formerly mgr. for the Armour Grain Co. at this office, has succeeded J. P. Glandon, as mgr. for the Vanderslice Lynds Co. here. Mr. Glandon has accepted a commission in the U. S. Army. Mr. Thresher has been an active member of the Grain Exchange for a number of years.

NEW ENGLAND

Rutland, Vt.—Ed. B. and Floyd G. Channell have bot the grain and feed business of Elton Chatterton.

Medford, Mass.—J. N. Cowin & Co. incorporated for \$100,000 by Frederick and Henry M. Walker and Wm. G. Cumming, all of Brookline.

Alfred, Me.—The Alfred Grain & Grocery Co. incorporated for \$10,000. John O. Nutter is pres. The company writes: 'We have no grain handling machinery and do a retail business only.'

Richmond, Me.—About \$5,000 worth of grain in the plant of the Farmers Union Mill Co., is a total loss as the result of a fire which burned the grain and partially destroyed the building. Loss on building is \$500. Fire started in the office from an overheated stove.

Norwich, Conn.—The Yantic Grain & Produce Co. has increased its capital stock to \$100,000.

Beverly, Mass.—Burglars broke a window in the office of A. Dodge & Son and gained an entrance to the building. The cash register had been tampered with but nothing was missing when the robbery was discovered.

NEW MEXICO

Havener, N. M.—The Cramer Mill & Elvtr. Co., of Clovis, has bot a site here and will build a 12,000 bu. elvtr.

Melrose, N. M.—The Morris Grain Co. expects to build a 25,000-bu. elvtr. soon.—Robt. Stone, mgr. Lester Stone & Co., Clovis.

Portales, N. M.—The Portales Mill & Elvtr. Co. has made many improvements in its elvtr.—Robt. Stone, mgr. Lester Stone & Co., Clovis.

Clovis, N. M.—The 100,000-bu. concrete elvtr. of the Western Trading & Elvtr. Co. is nearing completion and work on the 75,000-bu. iron-clad house of the Cramer Mill & Elvtr. Co. is being rushed.—Robt. Stone, mgr. Lester Stone & Co.

NEW YORK

Peekskill, N. Y.—The Chambers Grain & Feed Co. incorporated for \$40,000 by C. F. Robinson, W. F. and A. D. Chambers.

Le Roy, N. Y.—The Le Roy Grain & Cereal Co. incorporated for \$15,000 by Wm. J. Wheelock, E. K. Wheelock and H. W. Rippey.

Beacon, N. Y.—The addition to the elvtr. of Thos. J. Cunningham is practically completed, only the finishing touches remain to be done. The new building, which is of brick, is a substantial structure and will add considerable floor space to Mr. Cunningham's elvtr. and warehouse.

Gowanus Bay, N. Y.—Gov. Smith of New York turned over the first shovel full of earth on the site of the new 2,000,000-bu. concrete and steel state owned elvtr. at 3:30 p. m., Nov. 12. The contract for the building of the foundation of the huge structure has been let to the Raymond Concrete Pile Co. at a cost of approximately \$500,000.

NEW YORK LETTER.

New members of the Produce Exchange are: Frederick I. Hicks, Frederick Harrison, O. J. A. Kristensen and Eugene J. Lawler.

James Carruthers & Co., Inc. has been incorporated for \$600,000 by J. T. Grieve of New York. A grain business is to be conducted.

Applications for membership in the Produce Exchange have been made by the following: James A. Richardson, Edwin T. Douglass, Henry E. Beardsworth, Errol O. Horner and Henry B. Saltman.

E. S. Kuh & Valk Co. are in the hands of receivers. The liabilities are estimated at \$1,800,000 and assets at \$2,400,000. Geo. A. Molleson and Sam'l Strassbourger have been appointed receivers by the court, in a suit in equity brot by Frank G. Gumbs, a creditor, for \$12,000.

Siglow, Deming & Co. is the name of new company recently organized here to do a domestic and export business in Canadian and U. S. grain, feed, corn goods, starch and flour. Robt. E. M. Siglow, one of the members of the new firm, has recently been admitted to membership in the Produce Exchange. He was formerly connected with A. P. Youngblood Inc.

Chas. H. Shea, the popular operator of the Thomson & McKinnon private wire on the Produce Exchange, was instantly killed when struck by an automobile, Nov. 9, as he was on his way home. His death was a shock to all who knew him and his hosts of friends on the exchange, many of whom had bidden him good bye but a few moments before he was killed, were deeply grieved. Mr. Shea was well known by grain firms here. He was 52 years of age and leaves a wife and daughter.

The Archer Daniels Linseed Co., of Minneapolis, recently brot an equity suit against the Bolle Watson Co., Inc. for \$6,912. Thos. M. Blake and Langdon P. Marvin have been named receivers for the firm in this city. It is alleged that the company will be able to weather the bankruptcy storm if the assets are properly conserved and the business carefully attended to in a conservative manner. In June, 1920, the company is said to have shown a net worth of approximately \$600,000 and that only the poor market which has prevailed for the last month has caused the firm to need ready money.

BUFFALO LETTER.

Mail addressed to the Osmer Grain Co. is returned marked "removed to Battle Creek, Mich., % Co-op. Grain Co."

Buffalo, N. Y.—A scoopier injured in an accident some time ago has been awarded a verdict of \$7,500 against the Great Eastern Elevating Co., by the appellate division of the state supreme court.

Buffalo, N. Y.—The business heretofore conducted by H. T. Morey, Inc. is being discontinued and the corporation will be dissolved as soon as legal requirements can be complied with and outstanding contracts liquidated.—H. T. Morey, (Dated Nov. 10).

NORTH DAKOTA

Hansboro, N. D.—The elvtr. of the Farmers Elvtr. Co. burned recently.

Driscoll, N. D.—Driscoll Grain Co. incorporated for \$10,000 by C. Hoberg, T. Stafelien and C. B. Nupen.

Luverne, N. D.—The elvtr. of the Northwestern Elvtr. Co. containing 15,000 bu. of grain, burned recently.

Michigan, N. D.—J. L. Barney has again resumed the management of this company.—Farmers Co-op Elvtr. Co.

McGregor, N. D.—John Olson, of Hamlet, has succeeded me as mgr. for the Farmers Elvtr. Co. here.—Adolph Grinder, mgr. Hackney & Alair, Fallon, Mont.

Barney, N. D.—My elvtr. at Jud burned Sept. 6 and I bot the elvtr. of Bailey & Sether here and am operating it.—Stanley Jackson, Independent Elvtr. Co.

Goodrich, N. D.—We have put a new concrete pan and a concrete foundation under the elvtr. Have spent about \$1,500 in repairs in all. Davis & Hendricks put in a new pit and installed new Fairbanks Platform Scales. The Doering Grain Co. has installed a new manlift. The Farmers Elvtr. Co. has built a 5 bin coal shed. All 6 of the elvtrs. here handle coal as a side line.—J. M. Hanson, agt. Andrews Grain Co.

Munster, N. D.—The elvtr. of the Munster Equity Elvtr. Co. containing of 700 bus. of hard wheat; 11,500 bus. of Durum wheat; 300 bus. of barley; 150,000 lbs. of screenings; 65 tons of coal and the office furniture and elvtr. equipment burned at 10:30 a. m., Nov. 11. The fire is reported to have started in the driveway. The manager was in the office and about to open the safe in the room when the fire started. He grabbed an adding machine as he left the building and this with the contents of the safe was all that was saved. The elvtr. was insured for \$6,500 but that will not cover the loss. The elvtr. will not be rebuilt this year but a new elvtr. will probably go up in the spring.

OHIO

Amherst, O.—The Farmers Co-op Elvtr. Co. is in process of organization here.

Monroeville, O.—The Monroeville Co-op Co. has completed the installation of a drier.

Toledo, O.—Ralph G. Williams has applied for membership in the Produce Exchange.

Ft. Jennings, O.—A. H. Raabe is the same as Raabe Bros. Mr. Raabe is building an elvtr. here.

Toledo, O.—Harry G. Shaub and Lester Howard have been admitted to membership in the Produce Exchange.

Lemoyne, O.—The Le Moyne Elvtr. Co. is reported to be about to consolidate with the Luckey Elvtr. Co. at Luckey.

Dallas, (Urbana p. o.), O.—C. S. Petry has bot the elvtr. of C. E. Young and will organize a company to operate it.

Luckey, O.—The Luckey Elvtr. Co. is considering plans to consolidate with the Le Moyne Elvtr. Co. at Le Moyne.

Columbiana, O.—The farmers of this vicinity have formed a company and applied for a charter. They will build an elvtr.

Middle Branch, O.—We still own the elvtr. and feed mill here and expect to continue to operate it.—B. E. Wise, B. E. Wise & Son.

West Liberty, O.—Our company contemplates enlarging and improving the elvtr. here which it recently bot but I do not know just what will be done. A probable improvement is a new grain cleaner. At present I am foreman of the elvtr. here. Bradley Yoder is mgr.—Joe L. Plank, Mad River Farmers Exchange Co.

Rex, O.—The Farmers Grain Co. incorporated for \$20,000 by S. F. Studebaker, C. J. Eidemiller, S. W. Shroyer, J. B. Snell and S. Senseman.

Mechanicsburg, O.—We have succeeded the Long Mill & Elvtr. Co. at this point. J. M. Maddex is pres. and mgr.—Mechanicsburg Co-op Exchange.

Ashland, O.—The Sciota Grain & Supply Co. has nearly completed its new elvtr. and will make an effort to have it ready for operation by the end of the month.

Douglas, O.—Have nearly completed our 6,000-bu. elvtr. here. We will handle coal as well as grain and expect to begin operation Dec. 1.—Ottoville Milling Co., Ottoville.

Bryan, O.—We have just completed the installation of a 1,000-bu. per hour Randolph Drier which replaces a 100-bu. Hess Drier.—Geo. W. Churchman, mgr. Raymond P. Lipe Co.

Lima, O.—The Bridge & Leonard Co. of Chicago, has taken over the office of L. G. McMillen here and Mr. McMillen will go to Chicago to handle the hay department of the firm.

Dayton, O.—The Farmers Co-op Co. is being organized and will build an elvtr. The new company is a branch of the Montgomery Farm Buro which has headquarters here.—C. R. Denison, Youngstown.

Cincinnati, O.—Lyman Perin, who bot the assets and business of Perin Bros. at the recent bankruptcy sale, has formed a company with Peter G. Thompson and others and will operate as the Perin Milling Co.

Summit Station, O.—We have installed a new Sprout-Waldron Separator, Richardson Scales and a new system of elevating which gives us a capacity of about 650 bus. per hour.—R. W. Palmer, mgr. Farmers Co-op Co.

Akron, O.—C. S. Kenny, formerly at our office here, has been transferred to the new plant at Memphis, Tenn., where he will supervise the buying of grain, etc. for the mill.—J. C. Murray, grain dept. Quaker Oats Co., Chicago.

Olmstead Falls, O.—We have incorporated for \$60,000 and will locate our main office at this point. We will build a new \$20,000 elvtr. here and a branch house at Columbia Sta. where we will have a 20,000-bu. house. J. J. Prindle is pres. of the company.—W. G. Guscott, mgr. Union Farmers Exchange Co.

Cincinnati, O.—B. J. Drummond, of Cleveland, has been appointed traffic mgr. for the Grain & Hay Exchange. He is a man who has practically devoted his business life to traffic matters and thoroly understands his duties. He has held many responsible positions and will it is believed, bring traffic matters into a better understanding at this market.

OKLAHOMA

Kingfisher, Okla.—The Kingfisher Mill Co. will complete its new plant about Jan. 1.

Guthrie, Okla.—The Guthrie Mill & Elvtr. Co. will build a 37x77 ft., three-story power plant.

Imo (Enid, p. o.), Okla.—The Imo Terminal Elvtr. Co. has increased its capital stock to \$100,000.

Enid, Okla.—I have moved my office from Salina, Kan. to this city.—J. G. Price, J. G. Price Grain Co.

Rocky, Okla.—The Rocky Mill & Elvtr. Co. here is now loading its grain with a Bernert Pneumatic Blower.

Altus, Okla.—The Oklahoma Grain Co. has been formed by S. M. Bryan and T. Tyler to buy grain and feed here.

Apache, Okla.—H. F. Rundle is now mgr. for the Farmers Union Co-op. Exchange, which has just completed a new elvtr.

Olustee, Okla.—J. T. Gibbons of Altus and myself have completed a new 10,000-bus. elvtr. here and are operating as the J. T. Gibbons Grain Co.—D. A. Mock.

Alex, Okla.—We formerly owned the Alex Mill & Elvtr. Co. but own no elvtr. now, only a few warehouses. The old company has been dissolved.—Martin H. Smith Grain Co.

Muskogee, Okla.—We will not have an elvtr. here, confining ourselves to a carlot buying and selling and brokerage business in grain and seeds.—M. H. Taylor, M. H. Taylor Grain Co.

Ryan, Okla.—The elvtr. of L. L. Thorp burned Nov. 20. The loss on stock is heavy.

Tulsa, Okla.—As you know the Bower, Brown, Baxter Elvtr. Co. of Broken Arrow, divided up its holdings between its respective owners sometime ago. I sold my interest to the Farmers Co-op Co. of this city. At present I am installing a coal yard here and later I will add a flour and feed business.—E. B. Baxter, Baxter Coal Co.

OREGON

Lebanon, Ore.—The Lebanon Elvtr. & Grain Co. will install a mill in its elvtr.

Culver, Ore.—Joe Oswald is mgr. for the Northern Grain & Warehouse Co. at this station.

Moro, Ore.—The Farmers Elvtr. & Supply Co. has been granted permission to sell more stock.

Springfield, Ore.—The plant of the Springfield Mill & Grain Co. has been remodeled and is now in operation.

Oregon City, Ore.—The grain warehouse of H. E. Dimicks was recently destroyed by fire. Loss is estimated at \$25,000.

Heppner, Ore.—The Tri-State Terminal Co. has bot the elvtr. and warehouses of the Farmers Elvtr. Co. here. W. D. Hayden, who has been on the road for the new company for some time, will be mgr. of the general business here and Guy Johnson will be local mgr. here and at Pendleton.

PENNSYLVANIA

Philadelphia, Pa.—J. Tyson Heather has applied for membership in the Commercial Exchange.

Pittsburgh, Pa.—Walter Zang, formerly sec'y-treas. of the Mansfield Elvtr. Co., is now with the Harper Grain Co. of this city. He resigned his office at Mansfield Mar. 1.

Philadelphia, Pa.—Directors of the Chamber of Commerce have posted the following notice on the exchange: Duly authorized representatives of members are cautioned not to transact any business off the floor of the exchange in their own name, or for their own account, or for any individual firm or corporation other than the one they represent.

SOUTHEAST

Lyons, Ga.—The Toombs Potato & Produce Co. is building a 10,000-bu. grain elvtr. at this point. The house is to be finished Jan. 1.

Wilmington, Del.—United States Stocks, Bonds & Grain Corporation incorporated for \$1,500,000 by S. E. Dill, M. A. Bruce and T. L. Croteau.

Farmville, Va.—We have under construction a 50,000-bu. reinforced concrete and steel elvtr. and a storage warehouse of 4,000 ft. of floor space. We expect to have the building completed by Jan. 1. B. M. Bliss, Sr., is pres. of the company and I am sec'y-treas.—B. M. Bliss, Jr., Farmville Mills.

SOUTH DAKOTA

Foley, (Watertown p. o.), S. D.—I am mgr. here for the Farmers Elvtr. Co.—O. A. Hoge.

Aurora, S. D.—We have installed a new motor in the elvtr.—H. B. Swanson, mgr. Farmers Elvtr. Co.

Oldham, S. D.—The report of a fire at this station is untrue. The Farmers Elvtr. Co. report "There has been no fire here."

Lennox, S. D.—We have not as yet installed a truck dump or scale, as has been reported.—Jake Bossman, mgr. Farmers Elvtr. Co.

Garretson, S. D.—The Northwestern Elvtr. Co. has installed a Globe Dump in its elvtr.—E. F. Baker, mgr. Farmers Co-op. Grain & Supply Co.

Badger, S. D.—We have installed a 15,000-bu. Richardson Automatic Scale in our elvtr. We operate two houses.—R. W. Cochrane, mgr. Farmers Co-op. Grain Co.

Hooker, S. D.—The elvtr. of the Farmers Elvtr. Co. is being remodeled and a 10-ton truck scale installed. The Younglove Construction Co. has the contract.

Canastota, S. D.—The new 30,000-bu. cribbed elvtr. of J. J. Mullaney has been completed and is now operating. This elvtr. and annex was built in 7 weeks' time by the contractors, the Younglove Construction Co. It replaced the elvtr. burned a few months ago.

Goodwin, S. D.—The Farmers Elvtr. Co. expect to install an automatic out-weighing scale next summer. E. Hoge is mgr.—O. A. Hoge, mgr. Farmers Elvtr. Co., Foley, (Watertown p. o.).

Duxbury, (Mansfield p. o.), S. D.—The Farmers Co-op Elvtr. Co. recently let contract to the Dakota Elevator Supply Co. to move and join together its 2 houses and the work is now well under way. The new combined house will of course be completely remodeled and new equipment installed throughout. A Fairbanks Morse Semi-Diesel Engine is being installed. A Dual Cleaner, and a Globe Dump in connection with a ten ton Fairbanks Truck Scale, also being among the list of new equipment. Mr. Peck, the manager, looks forward to being able to operate a thoroughly modern elevator next season.

TEXAS

Dallas, Tex.—J. D. Riddle is now mgr. for the W. J. Lawther Grain Co.

Childress, Tex.—Tom Huggins is now mgr. for the Huggins-Andrews Coal & Grain Co.

Granbury, Tex.—The grain elvtr., peanut mill, and flour and feed mills of E. C. Cogdell burned Nov. 15 with a loss of \$150,000.

Claude, Tex.—Work will be started at once on our new 30,000-bu. elvtr. here.—Robert Stone, mgr. Lester Stone & Co., Clovis, N. M.

Dallas, Tex.—I sold my interest in another grain business here about 3 months ago and have now established the Redfield Grain Co. We have an office on College St. and operate a store and a warehouse in the city.—Hal L. Redfield.

Fort Worth, Tex.—Smith Bros. Grain Co. expect to be able to put the new 60,000-bu. addition to its plant into operation Jan. 1. The addition consists of 16 concrete tanks and is practically finished. It replaces the elvtr. burned Jan. 13, 1920.

Newcastle, Tex.—I sold both my elvtrs. here last winter. One is still operated in the old name of the Newcastle Mill & Elvtr. Co. and the other as the Farmers Elvtr. Co. I am only doing a grain brokerage business now.—G. A. Terrill, formerly prop. and mgr. of the Newcastle Mill & Elvtr. Co.

UTAH

Ogden, Utah—I have been transferred to this city by the Globe Grain & Milling Co., which has closed its office at Nephi, where I was formerly stationed.—W. E. Petersen.

WASHINGTON

Rosalia, Wash.—The Rosalia Supply Co. will probably build a bulk elvtr. in the spring.

Farmington, Wash.—The Farmers Warehouse Co. is reported to be interested in the building of a bulk elvtr. in the spring.

Woodland, Wash.—The Grange Warehouse Co. has been incorporated for \$3,000 by E. W. Robinson, A. H. Bozarth and B. N. Hamilton.

Spokane, Wash.—The Balfour Greely Grain Co. has been reorganized and is now operating as the Balfour Hyde Grain Co. with office here and at Seattle.

Ellensburg, Wash.—The McDonald Grain Co. has bot the warehouse and building formerly operated by Gailbraith & Co. and is making extensive improvements. H. K. Robbins is local mgr.

Pullman, Wash.—William M. Chambers, age 72, pioneer grain buyer at Pullman, is dead. For 27 years Mr. Chambers was an outstanding character in Pullman's grain exchanges, operating most of the time as an independent buyer. This season is the first since 1893 that he has not been prominent in local grain offices. He was recognized as one of the keenest grain men in the Inland Empire and made a fortune buying and selling cereals. Mr. Chambers was born in Benton county, Oregon, Nov. 15, 1848.

WISCONSIN

Sharon, Wis.—K. N. Seaver has bot the grain and feed business of F. G. Dangerfield & Son

Black River Falls, Wis.—The Riverside Mill & Elvtr. Co. has installed a Bernert Car Loader and is now able to load cars to capacity without the disagreeable task of scooping the grain back into the car, as before.

Abbottsford, Wis.—The old brewery will be rebuilt for a grain elvtr. and feed mill by Ira Hawks.

Rusk, Wis.—The Rusk Co-op. Mercantile Co. incorporated for \$60,000 by Thos. Wittig, E. Hein and E. Rossiter.

Madison, Wis.—Mail addressed to John Saboe, prop. of the Independent Elvtr., has been returned unclaimed.

Appleton, Wis.—A. L. Nichols has taken an option on the property of Willey & Co. and will form a company to operate it.

Elmwood, Wis.—We have completed our new fireproof elvtr. It is of Preston Lansing Tile and is now in operation.—M. King, pres. and mgr. of Farmers Elvtr. & Implt. Co.

Hillsdale, Wis.—The Northern Supply Co. of Amery has remodeled its local flat house at this point and equipped same with a Bernert Combination Loading and Elevating Machine.

Tomahawk, Wis.—The Farmers Market & Supply Co. has been organized by A. and N. W. Searl to deal in grain, feed, flour, etc. The company has bot the Ruder Warehouse and has remodeled it.

Rice Lake, Wis.—The fire in our elvtr. Oct. 16 damaged the entire basement as well as the belting, motors, corn sheller and all the elvtr. boots and legs. Considerable damage was also done by smoke and water. The loss is about \$20,000 and is fully covered by insurance.—E. Craite & Son Milling Co.

WYOMING

Clearmont, Wyo.—The Z. Leiter Estate, operating elvtrs. in this city and at Big Corral and Beach Siding, will install Trapp Dumps in all of the houses.

Texas Roads Must Furnish Coopering Materials.

Altho by their own regulations railroad companies in all states assume to furnish grain doors for cars to be loaded with bulk grain there is nothing to prevent carriers from supplying cars without doors and leaving it to the shipper to wait indefinitely for doors or provide the lumber at his own expense.

Texas has gone a step farther and by an order of the Railroad Commission of the state made it mandatory that the railroad companies furnish grain doors for all bulk freight. The order, given in Circular No. 5354, reads:

Austin, Tex., Oct. 28, 1920.

In pursuance of notice and hearing in the above numbered cause, it is ordered by the Railroad Commission of Texas that the following regulation, hereby adopted and prescribed by this Commission, be observed and applied by all railroad companies and receivers operating lines of railway in this state in connection with the transportation between points in Texas, of bulk freight in carload quantities:

"BULK FREIGHT, Carloads—Cars for.—All box cars furnished by carriers for transportation of bulk freight, in carload quantities, in order that such cars may be suitable for the protection of such shipments during transportation, shall be, by and at the expense of the carrier or carriers performing the transportation haul, provided with grain doors or suitable lumber or materials for the proper coopering of such cars."

It is further ordered by the Commission that the above numbered cause be and it is hereby held on the docket for further consideration and the issuance of such other and further orders as may be deemed proper to govern in the matter of the apportionment, between the carriers on joint shipments, of the expense of such grain doors or for the policing and return of such grain doors to the initial carriers.

This order shall take effect and be in force on and after Nov. 18, 1920.

DESPITE holders' desperate efforts to check the downward movement, world-wide critical economic conditions and industrial depression outweigh what under more normal conditions would prove effective in enhancing prices. It's the buyer's market at his own price. Imminence of a break in the morale of holders adds another load to the markets since receipts now are proving more than adequate. Stagnation in other lines of business creates a public sentiment making extremely difficult the task of lifting values. On accumulating evidence of curtailed European consumption of breadstuffs due to substitution of coarse-grain flour and extension of milling extractions wheat loses more friends.—Quinn-Shepherdson Co.

Hearings on Weevily Grain Grades.

Consideration of changes in weevily grain grades was the subject of four hearings held in the southwest by R. T. Miles, in charge of general field headquarters. He was assisted by O. F. Phillips, chairman of the Board of Review and E. L. Morris, supt. of the Southern division.

Hearings were held in Enid, Okla., on Nov. 9, in Oklahoma City, Okla., on Nov. 10; in Ft. Worth, Tex., on Nov. 11, and in Amarillo, Tex., on Nov. 12. The meetings were well attended. The average attendance was 75.

Sec'y H. B. Dorsey of the Texas Grain Dealers Ass'n attended all of the hearings. Speaking about the weevil situation in the southwest he said:

For several years past, southern and particularly Texas grain dealers have suffered from the effects of grain weevil, with the result that their products sell at a much lower price than those of the northern states, where the farmers are not troubled by the insects. It has meant the annual loss of several millions of dollars.

We are simply asking that a different or better grading be placed on our grain. The few live weevils that are in it can easily be killed and the grain not materially injured. We would like to see our grain graded in such a manner that the weevils would not be taken into consideration in the grade. Of course a notation could be made stating that there were live weevils in it.

The attitude of the grain dealers showed that the presence of a few weevil in a car of grain is often the cause of rejection by the buyer especially on a declining market.

A shipper at one meeting asked why it was that a car containing just a few weevil was called sample grade thereby causing a large loss to the shipper.

In replying O. F. Phillips, chairman of the Board of Review said:

"In sampling a car for inspection 5 probes are made. These five probes will amount to approximately 2 quarts. If one weevil is found in this two quart sample the grain is not called sample grade. If two weevil are found in the 2 quarts it is then called sample grade in accordance with the Department's interpretation of what is infestation.

"There are 32 quarts in a bushel. With two weevil to a two quart sample this makes 32 weevils to the bushel. Therefore the average car will contain approximately 44,800 weevil before it is graded sample grade. If these 44,800 weevil were placed side by side they would cover 280 square inches."

Speaking of the life and multiplication of weevil Mr. Phillips said: "The life cycle of weevil is approximately 40 days and a female weevil will lay from 400 to 600 eggs during its laying period which may cover a considerable period of time."

At one meeting one of the shippers asked if an inspector saw a few weevil on the top of the grain whether or not it was called sample grade.

A federal grain inspector asked about this said that if a few weevil were noted on the top of the grain that it would not be graded sample grade unless he found at least 2 in his sample. He further explained that no attention is paid to the top of the grain and that all grades are based on the samples probed from the car.

Another shipper in attendance asked Mr. Phillips about the carbon disulfid method of eradicating weevil. In reply Mr. Phillips explained that carbon disulfid would kill all live weevil but would not kill the eggs. As soon as the effects of the carbon disulfid have blown away the eggs start to hatch.

Mr. Miles after the hearings sent the following message to the various supervisors, in regard to the grading of weevil infested grain:

Grade, Except for Weevils, May Be Shown on Certificates.

Considerable difficulty has been experienced in merchandising grain which is "Sample Grade" on account of the presence of "live weevils", when its quality and condition would otherwise allow it to fall in one of the numerical grades. The trade apparently believes the problem may be simplified to a

marked extent, if definite information were made available to contracting parties relative to the quality and condition of such grain were it not so infested.

Therefore, recognizing the general policy of grain inspectors to render as complete and intelligent service as is consistent with the facts and with the legitimate desires of the trade, it is requested that supervisors notify all licensed inspectors within their respective districts, that, whenever grain for which standards have been fixed is graded "Sample Grade" on account of "live weevils", or other insects injurious to stored grain, and such grain will in all other respects meet the requirements of one of the numerical grades, they should include in their certificate of grade under the heading, "Remarks", the statement: "This grain would grade No. 1 (2, 3, 4, 5 or 6, as the case may be), excepting for live weevil infestation. In this connection, inspectors should, of course, show the factor or factors which would establish the grade so stated.

Licensed inspectors should also be advised that it is permissible to show under the heading, "Remarks", the degree of infestation, that is, the number of "live weevils", or other insects injurious to stored grain, which is found in their average sample. Service in this latter respect is not considered essential excepting when specifically requested by an interested party.

It should be clearly understood that the desirability of the service indicated is based on an emergency and that, therefore, no precedent is established which would justify the trade in requesting of supervisor officials or licensed inspectors the performance of undue and unnecessary tasks in connection with the certifications of the grade of grain for which standards have been fixed.

That the problem herein discussed may be met fairly by Federal Grain Supervision, it is requested that this memorandum be given special attention.

ITALIAN press reports indicate Italy's food situation is serious.

MEN AND BOYS over 15 on the farm lands of Ohio on June 1, 1920, totaled 410,000, compared with a total of 470,000 on the farms on the same date in 1919, according to a survey made by state sec'y of agriculture N. E. Shaw. The reports also indicate that for every man who returned to farm life in Ohio in 1920 seven left the farms for other occupations. Conditions have changed since the sec'y made this report.

State Commissions No Longer to Regulate Rates?

New York and Illinois carriers recently complained to the Interstate Commerce Commission that the state commissions of Illinois and New York did not allow the same increases on intrastate transportation as were allowed by the I. C. C. on interstate transportation. At the same time the carriers asked that the I. C. C. issue an order which would permit carriers to charge the same rates in intrastate traffic as on interstate traffic.

As stated in the Journal of Oct. 25, page 819, representatives of the state commissions vigorously protested any such action, claiming "If this Commission has the power to prescribe intrastate rates there remains for the states no effective power to regulate their own intrastate rates. Carriers are taking this step in order to destroy the rate making power of the state commissions and of the state legislatures. It is a deliberate plan to deprive the people of the country of rights and liberties that heretofore have been an inseparable incident to local self government."

On Nov. 18 the Interstate Commerce Commission issued an order that gave carriers operating in New York until Dec. 18 to increase their intrastate rates to the level of the interstate rates authorized by the federal commission in the Advanced Rate Case.

This action, as alleged by the state commission, leaves the states no effective power to regulate their own intrastate rates.

One of the members of the New York Commission announced that the case would be taken to the Supreme Court of the United States for settlement. No definite announcement of the action to be taken by any of the other state commissions has officially been made.

National Industrial Traffic League Meets.

The annual meeting of the National Industrial Traffic League was held in the Waldorf Astoria Hotel, New York, N. Y., on Nov. 18 and 19. The four hundred members in attendance were cordially welcomed by F. E. Signer, pres. of the New York Traffic Club.

The com'te on Bs/L thru chairman Bentley reported that it had finally adopted a thru export B/L which had been presented to the Interstate Commerce Commission. Mr. Bentley stated that he thought the new B/L would be adopted by March 1.

H. C. Barlow, traffic director of the Chicago Ass'n of Commerce, gave a short talk in which he stated that the shippers should be informed of the plans of the carriers while they were being considered. Shippers then would be more willing to co-operate with the carriers when asked.

Commissioner Freis of the I. C. C. in his address stated that he appreciated the work of the league and desired to co-operate with it in every way.

W. H. Chandler, pres. of the League, said that now the car shortage was about over, there was no reason to continue the increased demurrage charges recommended by the League. He proposed that the Demurrage Com'te of the League try to persuade the American Ry. Ass'n com'te to join in making a request for a suspension of the traffic carrying the increased charges.

The com'te on Side Track Agreements and Railway Leases reported that satisfactory arrangements had been made with the carriers.

The report of the membership com'te showed that the League had grown from 681 a year ago to 936.

One of the discussions that took place during the meeting was the consolidation of carriers as required by law. The subject was turned over to Mr. Barlow for attention.

Previous to the day of the meeting the Executive Com'te held its annual meeting. Included in the business transacted was a conference between the com'te and a com'te representing various carriers headed by a Mr. Freis of the B. & O. The carrier representatives made it plain that they were willing to listen to any reasonable suggestions. They also proposed that all the carriers in the country be represented at a meeting with representatives of the National Industrial Traffic League.

Officers of the League for the coming year follow: Pres., W. H. Chandler, mgr. Transportation Bureau, Boston Chamber of Commerce; vice-pres., Charles E. Rippin, mgr. of Transportation, St. Louis Merchants Exchange; and treas., E. C. Wilmore, Chicago, Ill.

During the coming year H. C. Barlow, Chicago, Ill., will act as chairman of the Executive Com'te and J. M. Belleville of Pittsburgh, Pa., will be chairman of the board of directors.

WHEAT PLANTS from a single kernel of wheat bearing from 60 to 170 heads of wheat are not uncommon in Cascade County, Mont., according to F. E. MacSpadden, Cascade County Agri. Agent.

CANADIAN MILLERS recently organized the Canadian National Millers Ass'n at Toronto. Improvement of milling methods, assurance of an ample supply of mill feed for Canada and the increasing of Canada's flour exports will be part of the work which will be attempted. Headquarters for the Ass'n have not yet been chosen. Officers of the new Ass'n follow: Pres., A. E. Labelle, Montreal, Que.; and vice-pres., George Macdonald, Peterborough, Ont. Directors include prominent mill and elevator operators from all parts of the Dominion. To date no sec'y of the Ass'n has been chosen. W. Sanford Evans, formerly sec'y of the Canadian Millers Com'te of the Canadian Wheat Board, is acting sec'y.

Feedstuffs

MALONE, N. Y.—The firm of Austin & Ryan has succeeded B. E. Ryan & Co.

JUDA, WIS.—Parker Newman, of Newman Bros., feed dealers, has retired from the business.

CHARLESTON, S. C.—The Co-operative Feed & Merchandise Co. has been incorporated for \$10,000.

GLASGOW, VA.—W. E. Rosser contemplates the erection of a feed mill after the first of the year.

MINNEAPOLIS, MINN.—The new feed department of the Brooks Milling Co. is now in operation.

CANTON, O.—The Canton Feed & Milling Co. has increased its capital stock from \$312,500 to \$375,000.

MONTGOMERY, ALA.—The Capital Grain & Feed Co. contemplate installation of new grinding machinery.

CINCINNATI, O.—Work is progressing rapidly on the improvements being made to the plant of the Nutritia Co.

LITCHFIELD, ILL.—Arthur Hoog is now conducting the feed business that his father Edward Hoog conducted for 36 years.

RACINE, WIS.—The D. P. Wigley Co., manufacturers of feed and flour, has increased its capital stock from \$60,000 to \$100,000.

W. C. NOTHERN, in the feed business at Little Rock, Ark., and at Memphis, Tenn., has discontinued his Little Rock office.

KANSAS CITY, MO.—H. S. Masters Co. will hereafter be known as the H. S. Masters Brokerage Co., handling feed and grain.

MEDICINE LODGE, KAN.—The A. S. Cole feed mill has been leased by Paul Strickland. A feed and hay business will be conducted.

COLUMBIA, TENN.—The new plant of the Dimple Milling Co. is now in operation and is manufacturing a full line of mixed feeds.

PRINCETON, IND.—The Gibson Livestock Feed Co. has been incorporated for \$100,000 by Otto Hollis, J. D. Harbin and W. G. Stiefel.

CHICAGO, ILL.—The West Chicago Feed & Flour Co. has been incorporated for \$30,000 by William Madson, A. W. Swanson and Mabel Madison.

YOUNGSTOWN, O.—The Buckeye Feed Co. has been incorporated for \$25,000 by G. F. Hammond, J. Hoyt, A. Flannery, R. R. Stephenson and W. M. Hannon, Jr.

BLOOMVILLE, WIS.—The feed milling business of Adam Jeskewitz is now in operation. The equipment of the plant includes a 50-h.p. steam engine and a roller feed mill.

FT. WILLIAM, ONT.—The Canadian Feed Manufacturing Co., one of the largest feed concerns in Canada, is being entirely reorganized. Other than that Wallace Baker will be sec'y-treas. of the company no announcement of the new officers has been made.

Exports of Feedstuffs.

September exports of feedstuffs, compared with September, 1919, and for the 9 months ending September were reported by the Bureau of Foreign and Domestic Commerce as follows:

	— September 1920.	— 9 mos. ending September 1919.	— September 1920.	— 9 mos. ending September 1919.
Bran and mids., tons	254	95	2,593	3,915
Corn oil cake, lbs.				
Cottonseed cake, lbs.	11,400	6,536,708	123,467,227	226,638,940
Cottonseed meal, lbs.	1,952,251	18,792,221	7,457,381	186,930,087
Dried gr. mlt. spts., tons.		2	364	1,074
Linseed cake, lbs.	8,597,702	52,141,857	139,379,261	213,903,947
Linseed meal, lbs.	334,250	1,550,134	8,689,833	21,384,030
Milfeed tons.	754	409	7,768	6,929

BURLINGTON, IA.—The plans of the new Peerless Feed Milling Co. completed recently by contractors provide means for the loading or unloading of five trucks at one time.

CHICAGO, ILL.—The Cicero Milling Co. has been incorporated for \$75,000. Feed and flour will be manufactured. The incorporators include Samuel Weinstein, Samuel Levitt and Jacob Cohen.

MELBA, IDA.—The Canyon Alfalfa Products Co. has been incorporated for \$4,000 by Lee Newland, C. R. Keim, M. B. McDowell, C. M. Tucker and C. P. Deraurus. An alfalfa meal mill is to be operated.

BELLEVILLE, ILL.—The Caseyville Flour & Feed Co. has been incorporated for \$18,000 by William Price, Joseph H. Maisch, Clemence C. Mees, Henry J. Wedemeyer, John Pausch, Jr., and William H. Hueckel.

GALESBURG, ILL.—The Galesburg Molasses Feed Co. has been incorporated for \$125,000 by S. H. Whittenbeack, George Gale, Carl Burnside and Harley Peck. A feed manufacturing business will be conducted.

GALESBURG, ILL.—Frank Purviance and S. H. Whitenack who until recently operated the Abingdon Milling & Cattle Feed Co., at Abingdon, Ill. contemplate the erection of a mill in this city for the manufacture of dairy feeds.

OSWEGO, N. Y.—The plant of the Corn Products Co. which has been closed was recently visited by pres. Charles Hanna and other company officials. The supreme court recently deferred the sale of this plant until next July.

BUFFALO, N. Y.—The feed business of H. T. Morey, Inc. is to be discontinued and the company dissolved. At the same address will be located the Burns Feed Corporation, a new concern which will conduct a feed merchandising and commission business in charge of N. D. Callahan.

GREELEY, COLO.—The Colorado Milling & Elevator Co. of Denver, Colo. contemplates the erection of a new mill at Greeley, Colo. to cost approximately \$400,000. The mill now operated at Greeley by this company is to be used for the grinding of coarse grain and in the manufacture of mixed feeds.

E. A. Witter, one of the best known feed men of the southwest, will go with the Hoyland Flour Mills Co., Kansas City, Mo. Mr. Witter who formerly was with the Nellis-Witter Milling & Grain Co. will have complete charge of the Hoyland Co.'s new feed department. The Nellis-Witter Milling & Grain Co. discontinued business on Nov. 1.

CHATTANOOGA, TENN.—We have just completed the installation of machinery for the grinding, and mixing, of all kinds of dairy, stock, hog, and poultry feeds. We also have installed machinery for the purpose of grinding corn meal, as well as the packing and blending of flour. Our feeds are now ready for the market.—Chattanooga Feed Co., by H. B. Williams.

ALFALFA MEAL consumption may be reduced by the low prices of oats, corn and other grains and feeds. More than 75% of the alfalfa meal tonnage of the country goes into horse and mule feed. The use of corn and oats will check this consumption. The tonnage of our 11 mills is 50% less than a year ago.—F. M. Wilson, general mgr. Denver Alfalfa Milling & Products Co., Denver, Colo.

OMAHA, NEBR.—The Omaha Alfalfa Milling Co. announces the appointment of W. T. Burns as manager, effective Dec. 1. Mr. Burns has been connected with the alfalfa industry for the past fifteen years, having been associated during that time with the M. C. Peters Mill Co. He is a graduate chemist and has given particular attention to the buying of raw materials. Mr. Burns has an extensive acquaintance in the feed industry and all wish him success in his new business.

Seeds

ST. LOUIS, MO.—The World Seed Co. has been incorporated for \$5,000.

SPRINGFIELD, ILL.—Young clover made a good stand.—S. D. Fessenden, Agri. Statistician.

SALINA, KANS.—The Reliable Seed Co. has opened an office in this city in charge of H. C. Meier.

LYNCHBURG, VA.—The Farmers Seed & Supply Co. has increased its capital stock to \$100,000.

CLEVELAND, O.—The Kendel Seed Co. will after the first of the year be located in its new home.

SACRAMENTO, CAL.—The Valley Seed Co. whose plant was recently destroyed by fire is now located in its new building.

BALTIMORE, MD.—Charles J. Bolgiano of the bankrupt seed firm of J. Bolgiano & Son, was found dead in his automobile garage. The cause of death is unknown.

A SEED WHEAT which will yield 6 bushels more to the acre than its ancestor Turkey Red has been developed after 5 years experimental work by Dr. L. H. Smith, University of Illinois.

THE BURNETT COUNTY, Wisconsin, Pure Seed & Soy Bean Ass'n was organized recently at Ekdall, Wis. Charles Nordstrom of Grantsburg, Wis. has the honor of being the first pres.

SHENANDOAH, IA.—The May Seed & Nursery Co. has registered a small design of the words "May Seed and Nursery Co. Shenandoah Brand" inscribed within a circle as its trademark No. 135,998 for use on flower, garden and vegetable seeds.

THE ASS'N of Official Seed Analysts of North America is to hold its annual convention at the Congress Hotel, Chicago, Ill., from Dec. 27 to Jan. 1. The meeting is to be held jointly with the "American Ass'n for the Advancement of Science."

THE ALBERT DICKINSON Co., Chicago, Ill., has again secured the services of J. H. Warren. Mr. Warren was with William Small & Co., Evansville, Ind., until its failure. Previous to that he was for many years with the Chicago office of the Albert Dickinson Co.

RICHMOND, VA.—The Carter-Venable Co., Inc., following the death of H. G. Carter and the retirement of W. J. Carter from the business, is to be continued by A. R. Venable, sec'y-treas. of the old corporation. Mr. Venable will be pres. of a newly formed company which will continue in the seed business under the name Carter-Venable Co., Inc.

TO ELIMINATE as far as possible the dumping of inferior seeds from other states on the markets of Kansas a com'te is now drawing up a pure seed law which will be presented at the next session of the Kansas Legislature. The com'te is composed of pres. W. M. Jardine and director F. D. Farrell of the Kansas Agricultural College and sec'y G. C. Mohler of the Kansas Board of Agriculture.

CHAMPAIGN, ILL.—We took over H. McFadden's seed and feed business and will continue to operate it in connection with our present business. The lines handled are almost identical. Mr. McFadden was the oldest seed dealer here and retired on account of poor health. Our line comprises field, garden and vegetable seeds, feed, poultry supplies, fertilizers, garden tools, etc.—Champaign Seed Co., by Glenn R. Swank.

EVANSVILLE, IND.—Guy Purcell, well known seedsman and for many years vice-pres. and manager of W. H. Small & Co., has gone into the seed business on his own account. He has opened a seed store and will place the "Par-

rot", "Echo" and "Judge" brands of grass and field seeds on the market. John Griess, who was formerly on the road for the Small concern, is to occupy a similar position with Mr. Purcell.

PORTER, OKLA.—Nunns Pedigreed Seed Farms have completed a new warehouse and office building attached to their mill room.

LANSING, MICH.—Clover seed crop amounts to 122,000 bus., or 20,000 bus. less than our estimate a month ago. Quality of the crop is good.—Verne Church, Agri. Statistician.

WISCONSIN DEALERS expect to carry off many of the honors at the grain show to be held in Chicago, Ill., from Nov. 27 to Dec. 4, according to R. A. Moore, sec'y of the Wisconsin Experiment Station. Last year Wisconsin seeds captured \$1,300 of the \$10,000 prizes awarded. Mr. Moore has been working industriously in an effort to better the quality of seeds produced in Wisconsin.

TOLEDO, O.—Deflation has been very unkind to clover seed. December liquidation has hardly started. Money is tight and spring buyers have been waiting. Tired longs have fallen by the wayside and prices are very reasonable, but it takes fresh bulls to absorb the offerings and they are bashful. Receipts have been liberal and quality good. Some good buying. Need more.—C. A. King & Co.

TOLEDO, O.—Alsike held well in spite of everything else tumbling. Must be alsike in a class by itself and either reflects a mighty short crop or the owners are fully able to hold. Never heard of such premium over Red before. Toledo receipts are practically nil. Surely would attract it at five dollars over Red Clover. March weakened a little from high, but December acted very stubborn. Latter may go to bigger premium like the October did. Short sellers will aim at the March.—J. F. Zahm & Co.

TOLEDO, O.—Clover is keeping in style with decline in other commodities. Liquidation has been severe, declining over \$1 per bushel this week and reaching new low levels. Scattered selling as delivery day approaches increases offerings. Short interest is large and mostly in the way of hedges by interior dealers against purchases of cash seed. There will probably be further liquidation before the first of the month. Longs can secure March in its place at about the same money. January and February deliveries are favored by some dealers.—Southworth & Co.

MILWAUKEE, WIS.—The Milwaukee Seed Co.'s plant was almost totally destroyed by fire on Nov. 15. The fire, which started at 10 p. m., is believed to have started by the spontaneous combustion of seeds in the bins. Because of the brisk wind blowing firemen were unable to get the fire under control. The smoke from the burning seeds became so great that the firemen were forced to wear their gas masks. Six firemen were seriously

injured when one of the ladders on which they were standing collapsed. Writing of its loss the Milwaukee Seed Co. says: "We suffered a fire loss on Nov. 15 of approximately \$400,000, fully covered by insurance. We have established a temporary office at 387 Broadway and expect to be back in fairly good operation very shortly. In the meantime we are buying and selling seeds at usual. Our loss on seeds is about \$325,000 and the damage to our office and cleaning department is about \$75,000."

KANSAS CITY, MO.—The Missouri Seed Co., that recently filed a voluntary petition in bankruptcy, has liabilities totalling \$138,949 and assets amounting to \$118,000. At first it was erroneously reported that the company had assets amounting to only \$63,000. Creditors include numerous banks and various other seed concerns. A partial list of the creditors and the amounts due them follows: Courteen Seed Co., \$10,952; The J. B. Rice Co., seeds, \$2,238; and William Small & Co., an amount not yet made public. Assets of the bankrupt concern include the buildings which it occupies, alleged to be heavily mortgaged, merchandise, furniture, fixtures, machinery and accounts.

From the Seed Trade.

CHAMPAIGN, ILL.—The clover crop thru this section is the best in years and should be sufficient for home needs. Very little seed is changing hands. Buyers are indifferent and price unsatisfactory to producers. Crop of soy beans and millet about normal.—Champaign Seed Co., by Glenn R. Swank.

Imports of Forage Plant Seeds Show Big Decrease.

With a few exceptions imports of forage plant seeds during the month of October were considerably less than the imports during October, 1919. The October imports reported in pounds by the Bureau of Plant Industry, U. S. Dept. of Agriculture, follow:

Alfalfa, none; Canada blue grass, 16,800; alsike, 44,200; crimson clover, 198,100; red clover, 121,900; white clover, none; clover mixtures, none; orchard grass, none; rape, 732,000; English rye grass, 124,700; Italian rye grass, none; Timothy, none; and hairy vetch, 33,000; compared with imports during October, 1919, of alfalfa, 1,092,700; Canada blue grass, 25,200; alsike, 1,337,400; crimson clover, 478,000; red clover, 510,500; white clover, 11,200; mixtures of white and alsike clovers, 6,300; mixtures of red and alsike clovers, 700; orchard grass, 317,300; rape, 184,800; English rye grass, 47,400; Italian rye grass, 23,400; timothy, none; and hairy vetch, 26,300.

Western Ass'n of Seedsmen in Convention.

The Western Ass'n of Seedsmen recently held a one day convention in the Baltimore Hotel, Kansas City, Mo. Fred W. Mangelsdorf of the Mangelsdorf Seed Co., Atchison, Kan., made the opening address and told of growth of the seed business since the beginning of the war.

J. G. Peppard of the J. G. Peppard Seed Co., Kansas City, Mo., gave an explanation of trade acceptances and their detriment to the seed trade.

Aside from these two addresses the meeting was but an open forum for the exchange of the experiences and opinions of the various dealers.

In the discussions M. Kurtswell, Des Moines, Ia., gave a short talk on the value of cost accounting to the seed dealer. Robert Nicholson, Dallas, Tex., told the members about the seed conditions in the south. A. W. Schisler, St. Louis, Mo., suggested that a garden seed publicity campaign be started.

At noon, between meetings, a lunch was served. In the evening, following the final session, the seed dealers present were the guests at a dinner given by the seed trade operating in Kansas City, Mo., and in Atchison, Kan.

Utah Seedsmen Ass'n Formed at Salt Lake.

Representatives of a majority of the seed concerns operating in the state of Utah met at Salt Lake City, Utah, on Nov. 10 and organized the Utah Seedsmen Ass'n.

The announced purpose of the Ass'n is to safeguard the interests of the local seedsmen, safeguard the interests of the firms shipping seed into Utah, and to consider the important seed legislation now confronting Utah dealers.

Officers of the new Ass'n follow: Pres., Paul V. Kelly, Salt Lake City; vice-pres., Maurice Keating, Salt Lake City; C. M. Humphrey, Prisco; sec'y-treas., Paul E. Banker, Salt Lake City, and director, S. J. Griffin, Ogden, Utah.

The Utah Seed Law.

W. W. Ray, an attorney for local seed dealers, recently asked the Utah Commission a number of questions about the Utah seed law. He also suggested that a uniform seed law be established. The commission replied that it has no authority to set aside the state pure seed law and substitute therefor the Uniform Seed Law. As to the labeling of seeds, all packages containing 8 ounces or less may be kept in a larger container not to exceed 10 lbs. or fifty packages.

FIRE

has destroyed our warehouse and former offices at 104-106-108 Water Street, however, this will only temporarily inconvenience us as we are maintaining temporary offices at 387 Broadway and solicit your continued business and assure you of the same first class service as in the past on all seeds.

Milwaukee Seed Company
387 Broadway Milwaukee, Wis.

Imports and Exports of Seeds.

September imports and exports of seeds compared with September, 1919, and for the 9 months ending September were reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.			
	September— 1920.	1919.	9 mos ending Sept. 1920.	1919.
Beans and lentils, bus....	109,952	649,885	1,932,357	3,860,520
Castor beans, bus....	119,869	72,936	1,067,885	793,399
Flaxseed, bus....	2,007,240	1,938,491	19,301,932	8,946,807
Red clover, lbs.	1,789,746	12,680,461	4,018,932	
Other clovers, lbs.	843,352	3,696,811	11,749,347	11,480,932
Other grass seeds, lbs....	272,965	2,204,816	19,064,732	7,732,888
Peas, bus....	226,937	260,929	1,722,701	1,869,630
Sugar beet seed, lbs....	202,409	1,795,909	15,461,896	2,687,977
EXPORTS.				
Beans, bus....	62,905	98,208	1,527,773	3,529,997
Flaxseed, bus....	352	19	15,011	7,527
Clover seed, lbs....	111,457	82,151	2,939,806	5,779,394
Timothy, lbs....	337,994	1,209,845	9,485,862	9,066,419
Other grass seeds, lbs....	306,629	315,432	2,630,805	2,762,785

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. B. & Q. in a special Sup. to tariffs gives increased freight rates effective Nov. 15.

C. B. & Q. in 3418-O gives commodity rates between Chicago, Ill., and stations on the C. A. & D. K. effective Dec. 15.

C. B. & Q. in connection with the E. J. & E. gives the commodity rates between Chicago, Ill., and stations on the E. J. & E. effective Dec. 15.

C. & E. I. in 7725-C gives the joint rates on grain from stations on the C. & E. I. to points in Mich., Ind. and Ohio effective Dec. 10.

C. & E. I. in 6639-D gives rules governing milling and malting in transit privileges on grain and grain products at C. & E. I. stations effective Dec. 10.

C. & E. I. in Sup. 2 to 8625-B gives joint rates on grain and grain products from C. & E. I. stations to points in Ala., Ark., Fla., La., Miss., and Tenn. effective Dec. 12.

C. B. & Q. in Sup. 2 to 7072-H gives distance rates on commodities between Ill. stations of the C. B. & Q. and C. B. & Q. stations on the west bank of the Miss. River effective Nov. 1.

C. B. & Q. in Sup. 2 to 2964-E gives the rates on classes and commodities between Chicago, Peoria, Ill., Winona, St. Paul, Minneapolis, Minn., and stations on St. Louis & Hannibal R. R. effective Nov. 22.

C. B. & Q. in 3200-E gives local, joint and proportional rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minneapolis, Duluth, Winona, Minn., La Crosse, Wis. effective Dec. 6.

A. T. & S. F. in 5588-L gives local, joint and proportional rates on grain, grain products, etc. between points in Kan., Colo., Mo., and Okla. also Superior, Neb., and Joplin, Mo. and points in Ill., Ind., Ia., Kan., Mich., Minn., Mo., Neb., Okla., and Wis. effective Nov. 22.

C. B. & Q. in Sup. 13 to 13062 gives local, joint and proportional rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minneapolis, Duluth, Winona, Minn., La Crosse, Wis., effective Nov. 2.

C. R. I. & P. in Sup. 1 to 19690-I gives local, joint and proportional rates on grain, grain products, seeds, broom corn from stations in Colo., Kan., Mo., Neb., N. M. and Okla., also Council Bluffs, Ia., to Little Rock, Ark. and stations in Ark., La., and Mo. effective Dec. 15.

C. B. & Q. in 100-D gives local, joint and proportional rates on grain, grain products and seeds between C. B. & Q. and R. C. B. H. & W. stations and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Duluth, Minn., also other points on lines east of the Missouri River, effective Nov. 22.

Erie in Sup. 15 to I. R. C. 651 gives local joint and proportional rates on grain, grain products and grain by product from Chicago, Englewood, Hegewisch, Pullman Jct., Ill., Hammond, Highlands, Saxony, Ind. to points in Ind., Ky., Mich., N. Y., O., Pa., W. Va. effective Dec. 1.

A. T. & S. F. in 5655-Z gives joint and proportional rates on grain, grain products and seeds from points in Mo., Kan., Okla., and Tex., also Superior, Neb., to Galveston, Port Bolivar, Texas City, Beaumont, Orange and Port Arthur, Tex. when for export, effective Nov. 22.

C. B. & Q. in Sup. 13 to I. C. C. 3457-H gives local and joint rules and regulations including reconsigning, stopping in transit, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, etc., to take effect on Dec. 2.

C. R. I. & P. in 31408-A gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Neb., Mo., N. M., and Okla., also Council Bluffs, Ia., and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., Miss. and La., effective Nov. 22.

C. & A. in Sup. 20 to 1604-E gives local, joint and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin and East St. Louis, Ill., also St. Louis, Mo., and stations on the C. & A., C. & I. M., C. & N. W. also to Toledo, O. and Detroit, Mich., and stations on connecting lines in Illinois, effective Dec. 10.

C. B. & Q. in 1346-G gives local, joint and proportional rates on grain and grain products between Chicago, Peoria, Quincy, E. St. Louis, Ill., St. Louis, Mo., etc. and stations on the C. B. & Q., G. & W., and R. I. S., also Mississippi River points, Dubuque, Iowa, and south thereof; also stations on the M. B. & S., effective Dec. 3.

C. B. & Q. in 5100-E gives commodity rates on live stock, lumber and articles taking same rates or "arbitraries" higher, flax seed, grain, grain products, and articles taking same rates, coal, coke, etc., between C. B. & Q. stations, also stations on connecting lines and stations on the Ft. D. D. M. & S. and the Interurban Ry. effective Nov. 22.

Illinois Central in 601-F, I. C. C. A-9459, names rates on grain, grain products, hay and seeds between stations in Ia., Miss., So. Dak., on I. C., C. R. & I. C., F. D. D. M. S., W. C. F. & N., W. & S. F. and Chicago, Milwaukee, Peoria, St. Louis, Minneapolis, Omaha, Ohio River Crossings and other stations in Ill., Ind., Ia., Minn., So. Dak., Ohio and Wisc., effective Dec. 10.

C. B. & Q. in connection with A. T. & S. F. gives local and joint Iowa distance rates on classes and commodities between Iowa stations on C. B. & Q. and G. N.; also between (in connection with Iowa State Traffic only) Iowa Stations on C. B. & Q. and G. N.; and jointly between Iowa stations on the C. B. & Q. R. R. and A. T. & S. F. Ry effective Oct. 15 on interstate traffic and Nov. 20 on Iowa intrastate traffic.

C. B. & Q. in 1218-G and 1218-F gives local, joint and proportional rates on grain and grain products from stations in Kan., Neb., Wyo., Colo., on the C. B. & Q. to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., also Port Arthur, Port Bolivar, Tex., New Orleans, Southport, Westwego, Port Chalmette, La., Pensacola, Fla., Mobile, Ala., Gulfport, Miss., Galveston and Texas City, Tex. when for export effective Dec. 11.

C. B. & Q. in 1362-L gives the local, joint and proportional rates on grain, grain products and seeds, between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn., and La Crosse, Wis., etc., and stations in Ill., Ind., Ky., West Bank Mississippi River points (Dubuque, Iowa, to St. Louis, Mo., inclusive); also Green Bay, Kewaunee, Wis., etc.; also to points east of the Illinois-Indiana state line or south of the Ohio River, effective Dec. 3.

C. B. & Q. in I. C. C. 14211 gives local, joint and proportional rates on grain, grain products and seeds between Chicago, Peoria, Ill., St. Louis, Mo., Minneapolis and St. Paul, Minn. and stations named herein taking same rates or arbitraries higher, and stations in Iowa and Missouri except Missouri River Crossings, also from stations in Iowa and Missouri except Missouri River Crossings to Metropolis, Ill., Cairo, Ill., Evansville, Ind., and Key West, Fla. effective Dec. 3.

Illinois Central in 117-I gives the rates on grain and grain products from stations in Illinois, Indiana, Iowa, Minnesota, South Dakota, Wisconsin; also, Omaha, South Omaha and St. Louis to Gulfport, Miss., Helena, Ark., Jackson, Miss., Memphis, Tenn., Meridian, Miss., Mobile, Ala., New Orleans, Vicksburg, and other stations in Alabama, Kentucky and Louisiana, Mississippi and Tennessee; also, Key West, Fla., when for export. This tariff became effective October 3, 1920, and contains increased rates effective as of August 26.

The Central Freight Tariff Ass'n in Sup. 17 to 245 gives local, joint and proportional rates on grain, grain products and grain by-products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., Wis. to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking same rates or arbitraries higher, as per east-bound basing tariffs and east-bound billing instructions and guide books referred to on pages 78 to 81 of Tariff, as amended, and as provided on pages 69 to 77 of Tariff, as amended, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic effective Nov. 30.

C. B. & Q. in I. C. C. 14203 gives local, joint and proportional rates on grain, grain products, flaxseed, hay and broom corn from Kansas City, Mo., Atchison, Kan., Omaha, Neb., Council Bluffs, Sioux City, Iowa, Sioux Falls, S. D. to Metropolis, Ill., Paducah, Ky., Cairo, Ill., Evansville, Ind., Memphis, Tenn., Helena, Ark., New Orleans, La., Mobile, Ala., Key West and Pensacola, Fla. effective Nov. 22.

C. & A. in Sup. 11 to 1574-F gives joint and proportional tariff on grain, grain products, seeds, hay and straw from Kansas City, Mo., when originating beyond, also Blue Springs, Fulton, Gilliam, Glasgow, Higginsville, Marshall, Mayview, Mexico, Odessa and Slater, Mo., to Cairo, Ill., and Cincinnati, Ohio, Evansville, Ind., Jeffersonville, Ind., and Louisville, Ky., also Miss. Valley points and stations in Ala., La., and Miss., also Key West, Fla., when for export, effective Nov. 22.

Illinois Central in 15-H, I. C. C. A-9346 gives rates on hay between stations on the Illinois Central in Ill., Ind., Ia., Minn., So. Dak., Wisc., Omaha, Nebr., St. Louis, Mo., So. Omaha, Nebr., also C. L. S. S. B. and Ft. D. D. M. S. and Cairo, Evansville, Henderson, Ky., Madison, New Harmony, Ind., Paducah, Ky., also stations south of Ohio River on I. C. M. V. & C. L. Sup. 4 to this tariff names the 35% increase effective Nov. 15 on Illinois intrastate traffic.

Illinois Central in 1537-D gives rates on grain, grain products, cotton seed products, seeds, between stations in Illinois, Indiana, Wisconsin, also Dubuque, Ia., and St. Louis, Mo., and Chicago, Milwaukee, Minneapolis, Paducah, Peoria, St. Louis, Ohio River Crossings and other stations. Supplement No. 14, effective August 16, 1920, names increases effective on intra and interstate traffic, and supplement No. 22, effective December 8, with exceptions as noted in individual items, names changes on Illinois intrastate traffic.

A. T. & S. F. in Sup. 1 to 2140-V gives the rules and charges applying on diversion or reconsignment of carload freight also rules applying on grain, seed, hay, straw and shipments held for disposition orders. Rule No. 6 which has been changed follows: "Only one reconsignment will be permitted (as shown in paragraph (a), and then only provided the car has not had a previous change in destination after leaving the initial billing point. (a) If reconsignment order is received in time to permit instructions to be given to yard employee prior to arrival of shipment at billed destination, or if such billed destination is served by a terminal yard, then prior to arrival at the terminal yard a charge of \$2.50 per car will be made for this service. (b) When not reconsigned as above, any order for reconsignment, diversion or reshipment will subject the freight traffic to the sum of local rates to and from points of reconsignment plus \$7.00 per car. This change not effective on California or Arizona intrastate traffic. Effective on Kansas intrastate traffic on Dec. 1, and effective on other traffic on Dec. 31.

CITY WAGES during the past few years have drawn heavily from the farms, but I look for a movement back to the land as wartime industrial activity lets down and the heavy buying of the postwar period passes into the quieter period we are now experiencing in all lines of industry.—E. F. Benson, Development Department, N. P. R. R.

Bulgarian Grain Consortium to Be Continued.

In Bulgaria the purchase, storage, exporting and local distribution of all grains has been controlled thru a consortium by the Bulgarian bankers. The control was to have ended on Aug. 1, 1920, but the Bulgarian government gave permission for the operations to continue until Dec. 1.

The consortium so impressed the Bulgarian Government that it has decided to carry on the control of grains thru a consortium after Dec. 1. Writing of the continuation, Vice-Consul George Wadsworth says: "It is now proposed to continue the consortium after Dec. 1, but to change considerably its organization to the end that it shall act as a central government controlled, purchasing, storing and exporting agency for the local co-operatives."

Supply Trade

NOTHING except the mint can make money without advertising.—Gladstone.

WORCESTER, MASS.—The Graton & Knight Mfg. Co. is now operating on a five-day week.

NEW YORK, N. Y.—Shipments of burlap to this country from Calcutta during October amounted to 62,500,000 pounds.

CLEVELAND, O.—The W. S. Tyler Co. has registered the phrase "Whip-Tap" as its trademark No. 120,777 for use on screen separator machines.

SILVER CREEK, N. Y.—The Huntley Mfg. Co. has recently completed an addition to its plant, thus increasing its assembly floor space by 2,500 square feet.

SPRINGFIELD, MASS.—The Westinghouse Electric & Mfg. Co. recently cut its working week from 54 to 48 hours. At the same time the Moore Drop Forge Co. abolished its eight hour night shift.

SAGINAW, MICH.—The many friends of Alfred Rushlo, will be pleased to learn that he is again on the road for A. T. Ferrell & Co. selling the "Clipper" Line of grain seed and bean cleaners.

NEWBERN, N. C.—The John L. Roper Lumber Co. operating one of the largest sawmills in the south closed on Nov. 12 for an indefinite period. Lack of demand for lumber is given as the cause.

DECATUR, ILL.—Business dull, as everyone talks lower prices on building material, and the downward trend of prices of grain. As most of the elevators are being built by farmers companies, it makes building slow.—J. W. Stroup, Decatur Construction Co.

FRANKFORT, IND.—Nat P. Claybaugh, prominent grain elevator broker of this city and John A. McComas, formerly in the grain business in Indianapolis have formed a partnership. The new firm will be known as Claybaugh-McComas, and will maintain offices in both this city and Indianapolis.

DETROIT, MICH.—The Morse Chain Co. has established a branch factory in this city, which will be devoted exclusively to the manufacture of silent chain sprockets and the Morse adjustment. The Detroit branch will be under the general management of F. C. Thompson, with F. M. Hawley as chief engineer and C. B. Mitchell factory manager.

NEW YORK, N. Y.—The Victor Balata & Textile Belting Co. operating at New York and Easton, Pa., has registered the words "Grip-On" as its trademark No. 127,420 for use on solid woven cotton belting. The word "Desco" in a flag inscribed within a circle has also been registered as trademark No. 124,085 for use on rubber, leather and canvas belting.

CHICAGO, ILL.—Martin M. Stephan, for a number of years connected with Witherspoon-Englar Co., James Stewart & Co., Macdonald Engineering Co. and other prominent builders and John K. Thompson, who was general superintendent for Witherspoon-Englar on the Calumet Terminal Elevator, have organized the firm of Thompson-Stephan Co. to engage in the construction of grain elevators.

WASHINGTON, D. C.—Manufacturers of steel products of the middle west and south, with representatives of cities, states and civic organizations, before the Federal Trade Commission, Nov. 15, heard charges that users of rolled steel in the Chicago, Duluth and Birmingham steel producing districts were required under the "Pittsburgh plus" system, to pay the Pittsburgh price plus the freight rate from Pittsburgh, even tho the steel actually may be shipped only from Gary, Duluth or Birmingham. H. G. Pickering of Superior, Wis., sought to show that the Pittsburgh basing

THE REALLY big thing advertising has to sell is a name, a consciousness and a personality back of the business to the great American public which makes up its customers list. If this thing is allowed to lapse or to be forgotten for a moment by the great number of purchasers because they have not seen the name in print, a tremendously valuable asset is wiped right off the books.—*Printers Ink.*

CANADIAN LUMBER exporters will be forced to discontinue lumber exportation to the United States because of the increased freight rates in Canada. The new freight rates add from \$7 to \$8 per 1,000 feet to the transportation charges. On the 20,000,000 feet of spruce and on the 60,000,000 shingles exported from British Columbia last year this will amount to a round sum.—Consul E. A. Wakefield, Prince Rupert, B. C.

ITHACA, N. Y.—Since our first buildings were erected at Ithaca in 1907 we have been continuously adding new buildings; in fact, have never ceased construction, and now we have three large construction gangs at work on two large new concrete buildings making considerable addition to our seven acres of floor space now under roof as well as another concrete stack 185 ft. high providing for additional power plant equipment. The Detroit plant has been added to relieve our Ithaca plant, which was becoming too small to accommodate the steadily increasing demand for Morse Silent Chain Drives for heavy factory, mill and shop drives.—Morse Chain Co.

Gasoline Driven Car Loader.

The Boss Air Blast Car Loader has been used successfully for many years as a stationary appliance in grain elevators; and many dealers who could not load from the elevator have wished they had the loader outside and connected up with power and a portable elevator leg.

Their wish is now realized for the first time, the manufacturers, the Maroa Mfg. Co., having just placed on the market a combination of the car loader with a portable elevator and a gasoline engine. Equipped with a 15-h.p. Cushman Engine this outfit will load loose grain at the rate of 1,200 bus. per hour, every car loaded to full capacity without any scooping in the car or from the wagon if a steel overhead wagon jack, which comes with the elevator is used.

In the engraving herewith the tiltable hopper is shown upright ready for a wagon to drive into place. When the wagon is in place, this tiltable hopper is lowered and the grain spills from the wagon into this hopper, where it is elevated a short distance and dropped into a powerful blast of air. This blast of air blows the grain thru a round spout to the ends of the longest cars or into granaries or cribs.

The outfit is compact and easily hauled about.

Another type is equipped with a 4-cylinder Buda Engine of 22 h.p., and will load ear corn as well as loose grain without any injury to the corn and without any scooping in the car. Readers of the Journal on request will be furnished by the manufacturers with additional information about the new combination portable loader with engine.



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 IS THE BEST AT LOWEST PRICE,
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ELLIS GRAIN DRIERS

You may think there are other driers just as good as the "Ellis," but sooner or later you too will become convinced that we know what we are talking about when we tell you there is no drier comparable to the "Ellis."

"Specify the Ellis"

The Ellis Drier Company
 332 So. La Salle Street
 Chicago, U. S. A.

Gives Prizes for Prompt Unloading of Cars.

In order to speed up the handling of coal by concerns using the Godfrey coal conveyor the Godfrey Conveyor Co. has started a unique contest in which prizes will be given for the rapid unloading of coal.

In reporting their unloadings dealers unloading coal are asked to report as follows: date car unloaded; car no. and initial; weight of coal on billing; kind of coal; size of lumps; distance conveyed; distance raised and the time consumed from the time the car is spotted over the pit until the door of the car is closed and car is ready to be removed from the switch.

Representatives of three technical publications will judge the contest which closes on Nov. 30. The prizes which total \$120 will range from \$50 down to \$10.

SIBERIAN REPRESENTATIVE Nicholas P. Makaroff recently purchased a considerable quantity of Illinois seed corn for shipment into

Supreme Court Decisions

Liability for Injury to Person Unloading Car.—One hired at price per ton to unload coal from railroad cars by shoveling it out of the car to the bin, tools being furnished by employer, is not an "independent contractor" within Workmen's Compensation Act.—*Indiana Window Glass Co. v. Mauck*. Appellate Court of Indiana. 123 N. E. 451.

Proving Oral Contract.—Letters and telegrams between the parties contemporaneous with the execution of the written memorandum of sale and intended by the parties to be considered as part of the contract are admissible to show terms of the contract additional to those stated in the memorandum.—*Hayes Grain Co. v. Rea-Patterson Milling Co.* Supreme Court of Arkansas. 223 S. W. 390.

Contract for Sale of Grain Not a Wager.—A provision of a contract for the sale of grain, to the effect that, if delivery is not made at the date named, the deal shall be considered open until the seller gives notice to the contrary, and that in the meantime, upon the seller offering to deliver, the buyer may elect to accept or refuse, is not open to the objection that it amounts to a mere wager.—*Strong v. Thurston*. Supreme Court of Kansas. 191 Pac. 575.

Interstate Transmission to Evade Liability.—If the motive of a telegraph company in transmitting a message between two points in the same state by way of points outside the state is material, the burden is on plaintiff, seeking to recover as for an intrastate message, to prove that the company's practice was for the purpose of evading the jurisdiction of the state.—*W. U. Tel. Co. v. Speight*. Supreme Court of the United States. 41 Sup. Ct. Rep. 11.

Duty of Commission Merchant.—It was grain broker's duty to sell grain with reasonable diligence and care, and where with reasonable diligence he could, but failed to, sell at price specified by owner, and was required to sell at lower price because of such failure, he could not recover from owner the difference between the proceeds of the sale and the amount of owner's draft, which he had paid.—*Russell Grain Co. v. Bainter*. Kansas City Court of Appeals, Missouri. 223 S. W. 769.

Inspection Statute Unconstitutional when Fee is Excessive.—*Park's Ann. Pol. Code Ga. § 1800 et seq.*, providing for inspection of petroleum oils, and fixing the fees therefor, which aggregate many times the cost of the inspection service, held a revenue statute, and unconstitutional, as imposing a tax on interstate commerce as applied to oils brought into the state for sale in the original containers and so sold, but valid as to oil imported for indefinite storage or for sale after breaking the original package.—*Texas Co. v. Brown*. Commissioner of Agriculture, U. S. District Court, Georgia. 266 Fed. 577.

Liability of Telegraph Co.—The Western Union Telegraph Co. is not liable for damages caused by the failure to transmit money by telegram over the Western Union line during the time that the property of the company was under the control of the government of the United States under the joint resolution adopted by Congress July 16, 1918, and the proclamation of the President issued thereunder July 22, 1918 (U. S. Comp. St. Ann. Supp. 1919, § 3115½x), and the order of the Postmaster General issued August 1, 1918.—*Dessery v. W. U. Tel. Co.* Supreme Court of Kansas. 192 Pac. 728.

Mutual Insurance.—Where neither by-laws of, or insurance policy issued by, mutual fire insurance association, organized under L. O. L. §§ 4649-4672, prior to amendment contained in Laws 1917, p. 312, authorized levying of assessment on policy holder for purpose of meeting losses, but limited mutual contingent liability of each member to one annual premium charged by standard insurance companies upon the same property, and provided for pro rata share of funds to insured, suffering loss on insufficiency of reserve fund to meet all losses, policy holder was not liable to assessment for purpose of meeting losses, under

Laws 1911, pp. 279, 406.—*Beaver State Merchants Mut. Ins. Ass'n v. Smith*. Supreme Court of Oregon. 192 Pac. 798.

Crop Not Guaranteed by Seller of Fertilizer.—When fertilizer is sold under guaranty of analysis stated on its tag, there is no implied warranty of its suitability for the growing of a particular crop, tho the seller knew that the buyer intended to use it to fertilize land for such crop. Where fertilizer was sold under an agreement that it should contain certain percentages of designated ingredients, evidence that the buyer's crop failed on the land fertilized is inadmissible in an action for the price of the fertilizer, though such evidence would be admissible if the sale was accompanied by a guaranty of suitability for the proposed crop.—*Bowker Fertilizer Co. v. Wallingford*. Supreme Judicial Court of Maine. 111 Atl. 329.

Shipper to Pay Freight for Bankrupt Consignee.

Chas. Tonella made a shipment of granite from Milford, N. H., to one Hutchins at Milford, Mass., and the railroad underweighed the granite so that Hutchins paid \$13 less than he would have paid on the correct weight.

The error was discovered 11 months later; but Hutchins had gone into bankruptcy, and railroad company brought suit against the shipper and got judgment for the full amount.

The Supreme Court of New Hampshire said "The expression in the B/L that the owner or consignee shall pay the freight meant that the defendant would pay for the transportation, if Hutchins failed to pay it.

"Neither the fact that the consignee paid the freight demanded upon the delivery of the goods to him, nor the fact that his acceptance of them was notice to the carrier that he was the owner of them, operates as a discharge of the consignor of further liability for the undercharge. Baltimore, etc., Railroad v. Basket Co., supra. The consignor assumes full liability for the freight. If he does not discharge this liability in the first instance, but leaves it to be discharged by the consignee, the failure of the latter to do so in full or in part does not relieve him of that liability as between him and the carrier. His liability continues for the part of the freight left unpaid by the consignee, as it would for the entire freight bill left unpaid by the latter.

It is important to bear in mind that the railroad had no knowledge, and is not chargeable with notice, that the sale of the granite, as between the parties to it, was completed in this state, when it was loaded on the cars, and billed to Hutchins as consignee. It is also important that in the bill the defendant was represented as the owner of the property and the consignor. The inference from these facts, in the absence of evidence to the contrary, is that the plaintiff understood that the defendant was the owner of the property which he desired to be delivered to the consignee. There is nothing to indicate that it was informed the defendant was acting as the agent of Hutchins, or that the latter was the owner of the property.—*N. Y., N. H. & H. R. R. Co. v. Tonella*. 111 Atl. Rep. 341.

Arbitration Com'te Holds Buyer to His Contract.

E. L. Wellman Co., of Grand Rapids, Mich., was defendant in a complaint brought by Boughton Bros., of Wellington, Ill., plaintiffs, before Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, consisting of Geo. S. Bridge, H. W. Reimann and F. B. Bell.

The controversy represents the purchase of 33,000 bus. of oats by the defendants from the plaintiffs through a broker known as John M. Fogleson, located at Sheldon, Ill.

Evidence as follows:
On Saturday, April 26, 1919, broker Fogleson received from the defendants a coded message as follows:

"Bid elbow actively elaborate composite crimson affixing or better captivate rate to Grand Rapids."

On Monday morning, April 28, as per evidence attached from the broker at Sheldon, he telephoned the defendants at Grand Rapids advising them that he had purchased 33,000 bus. of oats, and to substantiate this telephone conversation he attached an affidavit, signed by one J. Donald Holloway, a clerk in the broker's office, under date of May 5, certifying that he was present and listened to the conversation over a connected telephone substantiating the above talk.

In the course of the telephone conversation Fogleson advises that 15,000 bus. of these oats were to be shipped from Wellington on the C. & E. I. and 18,000 bushels from Green on the Walsh Road.

Wellman is alleged to have replied:
"The only way we can handle such a big bunch of them is in small cars; that they have been getting some 3000-bushel cars, and they could not handle them that large."

Fogleson is alleged to have replied:
"I can get them shipped to two thousand bushel cars or less."

Wellman answered:
"That will be all right. But we can't take that many unless they can begin to ship right away, as we can't give long time shipment on them."

Fogleson replied:
"That is all right, they will begin loading today."

Wellman said:
"That is all right then."

Fogleson replied:
"I asked him to wire billing instructions immediately as five or six cars would be loaded that day, and he said he would do so."

Nothing further was heard from the defendants, according to attached testimony, until Tuesday, April 29, at 11:42 A. M., when Fogleson received from the defendants the following telegram:

"Wire name of firm at Wellington selling oats."

Upon receipt of this telegram Fogleson immediately wired the name of the plaintiffs.

On the same day after markets had been closed Fogleson received from the defendant the following telegram:

"Confirmation received thirty-three thousand bushels, understood three thousand bushels could not possibly take the amount. Letter follows.—Wellman Co."

In reply to this telegram Fogleson wired Wellman stating that he, Wellman, understood that 33,000 has been booked, also that he could not handle such a large bunch unless loaded in 2000-bushel cars or less; that five cars were loaded; must have billing immediately.

After waiting an hour and receiving no reply, Fogleson wired the defendants:

"Must have answer to my telegram immediately."

Fogleson waited until 5 o'clock, and receiving no reply, he called Wellman on the telephone. Wellman advised that he did not buy the oats and would not take them.

Fogleson then called Boughton Brothers on the telephone, from whom the oats had been purchased and who are the plaintiffs in this case, and read them Wellman's telegram.

Boughton Brothers, to protect the interests of all concerned, sold the oats on the following day, which was their privilege as regards the 30,000 bus. under the rules of this Ass'n, as apparently the defendants had indicated to the broker that they did not intend to accept the amount of oats specified on the contract.

On Thursday, May 1, Boughton Brothers received a telegram from the defendants, the sense of which is as follows:

"We have not at any time refused to accept or make an effort to adjust matters satisfactorily. We understood we bought 3000 bushels of oats, while he, Fogleson, claims 33,000. We have given him no authority to sell any grain for our account and think if you will take the matter up with us direct we can get together."

This evidence is entirely irrelevant to the decision of this Com'ite but is simply given to substantiate our final award as reference to the 3000 bushels of oats.

The grain trade generally understands that when a buyer of grain wires a broker a price

Send us RAILROAD CLAIMS FOR COLLECTION

Send in Claims of Every Description
No Collection—No Pay

Don't Overlook
Delay, Shortage, Decline in Market
and Deterioration Claims
Over Five Hundred Claims Adjusted
During July and August

The Security Adjustment Co., Inc.
1132-1156 Builders Exchange Bldg.
MINNEAPOLIS, MINN.

References: Any bank, mercantile agency, commission firm or the editor of this publication.

that can be paid and there are no restrictions on the amount, that any bookings can be made for his account. The defendants in this case have not attached sufficient evidence to satisfy this Com'ite that the telephone conversation alleged to have taken place between broker Foglesong and himself is not correct.

The Com'ite, after reading all the testimony, have decided to award the plaintiffs the loss covered by the resale of 30,000 bus. of oats, out to eliminate the 3000 bus. which Wellman was presumed to have from his testimony bought and which his broker allowed to be sold out before the expiration of the time in which shipping directions could have been furnished, without first consulting the defendants. Defendants can claim no loss on this three thousand bushels of oats, as the market had declined within the three day limit, in which time he did not see fit to protect his interests, nor is the plaintiff entitled to any consideration on the above mentioned 3000 bu. lots of oats, inasmuch as he sold them out without the authority of the defendants.

Therefore, we award the plaintiff: 4c a bushel on 14,000 bushels; 3½c a bushel on 9000 bushels; 4½c a bushel on 7000 bushels; less freight, \$48; making the net amount of the award \$1142. The cost of arbitration to be divided equally between the litigants.

[Reference to the chart in the Grain Dealers Journal, May 10, 1919, shows that oats had dropped 3½ cents and corn 15 cents from Apr. 16 to the close Apr. 29.—Ed.]

Meaning of Term "Capacity Car."

The Arbitration Com'ite No. 4 of the Grain Dealers National Ass'n, composed of G. E. Patteson, W. T. Hale, Jr., and B. E. Clement, on Nov. 19, 1920, gave a ruling on "capacity cars" in the claim by El Paso Grain & Milling Co., of El Paso, Tex., plaintiff, v. Smith Bros. Grain Co., of Fort Worth, Tex., defendant.

Plaintiff bot over the 'phone 5 capacity cars of No. 3 milo maize. Later the contracts were canceled as a market difference mutually satisfactory; but plaintiff maintained that it expected 60,000 lbs. per car, and defendant contended for 50,000 lbs. The com'ite said: This com'ite understands the term "capacity cars" to mean cars of any capacity which the railroads can furnish and not the minimum of any equipment which may be listed by some specified road. Defendant invokes the rule of the Texas Grain Dealers Ass'n that 1,000 bushels shall be a minimum car which at 50 lbs. per bushel makes a weight of 50,000 lbs.

This com'ite holds that this position is not well taken as capacity cars and not minimum cars were sold and under conditions prevailing at time of sale 60,000 lbs. was nearer than 50,000 lbs. to the average capacity of cars which railroads were supplying. We therefore find for the plaintiff for the full amount of his claim, \$560.00, and assess costs to defendant.

Notification of Off Grade Should Be Prompt.

Arbitration Com'ite No. 2 of the Grain Dealers National Ass'n, composed of George B. Bridge, H. W. Reimann and Frank B. Bell, ruled against H. C. Carson & Co., of Detroit, Mich., plaintiffs, and in favor of the Addison-Benton Grain Co., of Kansas City, Mo., defendants, on account of plaintiff's failure to notify promptly of a car of corn grading No. 4, tendered on a contract for No. 3.

The car was inspected Apr. 2 and notice was sent to defendant by mail the same day. The com'ite held the notice should have been by wire. Nothing on the inspection certificate indicated that it was a heavily loaded car that could not be properly inspected and the com'ite therefore held plaintiff exceeded its rights in ordering the car to a public elevator for transfer and reinspection. When it arrived at the elevator and was reinspected Apr. 17, or 15 days later, the corn graded sample, and plaintiff on same day mailed notice, "Am handling car for your account." The car was ordered to another house for drying and on May 17 plaintiff gave defendant a statement that it had accepted the corn at \$1.37, the contract price having been \$1.97.

"It occurs to this com'ite that the railroad destination was very negligent in the handling of this car and we would recommend that the plaintiff seek reimbursement through that channel."

Railroad Claims.

BY OWEN L. COON.

In 1914, the railroads of the United States paid out \$31,000,000 in satisfying freight claims. During the past year, they have paid out more than \$101,000,000—an increase of over 300% in less than six years.

The present year has undoubtedly brought more grain and livestock claim losses than any other in the history of the trade. During the month of July of this year, 37% of all the cars arriving at Milwaukee were in a leaky condition. For the same month of the preceding year, it was only 20%. The switchmen's strike brought with it an unparalleled number of delays in transit. I know of one car that was 76 days en route on a fifteen day run, with a loss of \$700. Such instances have been common. With the delays, came sharp declines in the market. The freight claim departments of the western railroads especially are swamped with work today.

Coupled with this condition, you have now been forced to pay freight rates more than a third higher. We all hope that this very increase will bring a service and an equipment that will reduce the number of these losses. In the meantime, however, you are certain to have a leak in the profits of your concern which must be watched—and watched closely.

In the first place, don't forget to see that your claims are filed within four months. If the car has gone into another state, you have six months to file the claim and if it is for delay, you have even longer—but it is better to forget the exceptions and get the claim filed as soon as it arises.

In the second place, see that your claim is sued upon promptly after it is declined, provided it is good. If it is declined within the first eighteen months after delivery of the shipment, you must have suit brought within the time limit of two years and one day. If it is declined any time after the lapse of eighteen months from the date of delivery, you must see that suit is brought within six months from the date the claim is declined in writing. If your claims arose during any part of the year 1917, however, they are still good, under a certain exception in the recent Transportation Act. But this new period of grace on such claims that arose in 1917 will not continue forever—and to run any risk of such claims being outlawed again, you should see that suit is brought promptly upon them. This will preserve your rights, and enable you to still keep the claim alive. If the railroad does not finally settle, it can later be dismissed or brought to trial as you desire.

I expect many of you have at times neglected to write: "Loaded to full visible capacity" on your bill of lading. You have then had the freight assessed upon the minimum weight of the car instead of the actual weight. This excess freight can very easily be recovered if you do one thing and do it right. Get a copy of the bill of lading from your local railroad agent and have him write upon it as follows: "Notation that car was loaded to full visible capacity omitted by mistake upon original bill of lading." Simply get this corrected bill of lading, then file it with the freight overcharge division of the railroad together with your destination paid freight bill. If you don't get the money, I can.

INCREASED home production and improvements in the methods of handling imports will better Germany's food situation, according to Andreas Hermes, Minister of Food, in a recent address to the German Reichstag.

FINLAND will import rye from Lithuania, according to the Finnish Minister of Food. The rye may be purchased for 3 marks per kilo and 2,000,000 kilos are to be shipped in immediately. As a large percentage of Lithuania's rye is at interior points it is doubtful, says the minister, that any interior rye will be shipped in before next spring.

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Try it. At least ask us about the success of others.

Grain Dealers Journal
305 So. LaSalle St., Chicago, Ill.

Patents Granted

1,357,407. Grain Door. William Lang, Superior, Wis. This grain door operates vertically by means of a supporting arm. When open it is held in place by an auxiliary arm. The door slides in channels provided in the sides of the door opening.

14,977. Conveyor. (Reissue.) J. W. Wentz, Passaic, N. J. This is a portable conveyor comprising a receiving and a discharging end connected by an endless belt. The whole conveyor is mounted on an axle so that it will rest in the position shown.

1,358,373. Grain Car Door. G. A. F. Johnson, Newman Grove, Neb. This door for use on grain cars is held in place by a side angle iron door guide. A lever is attached by pivots to the door guides. Upon these pivots is mounted a grain door which engages with the door guides.

1,358,167. Conveyor. Niles Levin, Columbus, O. assignor to the Jeffrey Manufacturing Co., Columbus, O. In this conveyor is a trough having a low receiving end and a high discharge end. Between the ends is the inclined section. A chain regulator allows for the horizontal regulation of the apparatus.

1,357,326. Grain Door. Henry Kaleb, Rantoul, Ill. This device is for use on the ordinary grain car door running on trackways. The door is made in two sections. The upper section is hinged so as to open downwardly. A latch system on the side of the car is con-

nected with and controls the upper section of the door.

1,358,003. Grain Weigher. Charles Lefler, Winston, Mont. This grain weigher comprises a body divided into two chambers for grain. A pivoted valve controls the movement of grain into the chambers. A similar valve controls the outlet of the grain. The two valves are operated at the same time by a contracting weighing spring.

1,358,437. Belt Tightener For Elevator Boots. T. S. Grimes, Columbia, Ga., assignor to the Luminous Cotton Gin Co., Columbus, Ga. This apparatus is an endless conveyor. A shaft for carrying the pulley is held by a pair of pivoted arms. The arms forming bearings for the shaft may be rocked on their pivots and then locked in the position desired.

1,356,777. Grain Cleaner. A casing surrounds this cleaner. At one upper corner is a grain inlet opening. In the corner directly below is an air inlet. Air and grain are introduced and meet at the center of the casing. Below the point of meeting is an inclined grate (not clearly shown). Cleaned grain then discharges thru an opening at the bottom of the casing. The air which cleaned the grain then passes out of the casing thru an exhaust opening in the other upper corner.

1,357,106. Grain Car Door. M. McLellan, Parry Sound, Ont., Canada. In a freight car having a door opening is a grooved door post and a sectional door. Sections are arranged horizontally and are hinged at the side of the door opening on the inner face of the car wall. Each section has a long and short leaf or part. These leaves are connected by hinges on the outside of the door. The horizontal sections are arranged so that the parts where the leaves come together are not one above the other. A brace is provided for holding the sections in place.

1,358,559. Separator. Fred Kellar and William Neely, North Vernon, Ind. A frame structure holds this separator. Within the frame are two cylindrical screens at different levels. An apparatus provided works material thru the screens. Tailings from the screens pass into a passage on the side while stock passes to the lower cylinder. Valves provided control the openings into the lower cylinder and a means is provided for guiding stock from the first cylinder to the second cylinder.

Books Received

MISSOURI BOARD OF AGRICULTURE. 52nd annual report, tells of the activities of the Board during the past year and also explains in detail the various products of Missouri farm lands. Numerous tables give the acreage of the various crops in every county as well as the number of head of horses, cattle and stock. Numerous maps show graphically the best sections for the various crops. Published by the Missouri Board of Agriculture, Jefferson City, Mo. Cloth, 400 pages.

SHRINKAGE OF MARKET HAY, a contribution from the Bureau of Markets, is an instructive booklet giving considerable data on the shrinkage of hay, gives also definitions of various terms used in the hay business, gives a summary of the money loss caused by shrinkage and finally explains that the greater part of the loss caused by the shrinkage of hay occurs before the hay is in proper condition to be baled or marketed. By H. B. McClure, specialist in Hay Marketing, Bureau of Markets, U. S. Dept. of Agriculture, Washington, D. C. Paper, 36 pages.

DIGEST OF THE CANADA GRAIN ACT.—All legislation affecting the handling of grain in Canada was consolidated in the act passed in 1912, covering the marketing of grain at country points, inspection of grain, weighing of grain, operation of terminal elevators, operation of Eastern public elevators, and the functions of the Board of Grain Commissioners. A concise and logical digest of all this legislation has been compiled by Charles Birkett, who was for 5 years sec'y of the Board of Grain Commissioners, and is now sec'y of the Fort William-Port Arthur Grain Exchange, Fort William, Ont. Paper, 64 pages.

Insurance Notes.

OCTOBER fire losses amounted to \$28,331,400 compared with a fire loss during October, 1919, of \$13,358,400.—N. Y. Journal of Commerce.

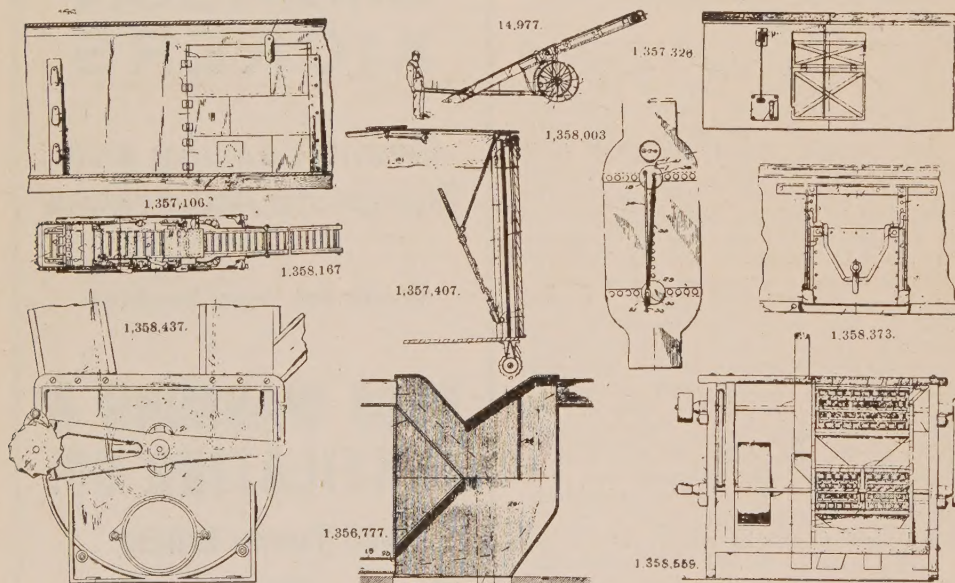
WILLIAM A. MILES, for many years in the Canton, O., office of the Ohio Millers Mutual Fire Insurance Co., has opened a Chicago office to handle the company's western business.

WATCH fire barrels and buckets during the cold weather. A frozen-up fire bucket or barrel is worse than useless. Addition of a small amount of calcium chloride to the water will eliminate all danger of the water in fire buckets and barrels freezing.

THE FIRE PREVENTION Ass'n of Iowa decided at a recent meeting at Des Moines to concentrate efforts this year on a town inspection service. Local fire prevention ass'ns at places where inspections will be made are to be asked to co-operate with the state ass'n in fire prevention work. State Fire Marshal Tracy recently approved of the plans.

CONDITION of elevators, mills and food warehouses has improved to such an extent that the Conservation Com'te of the National Board of Fire Underwriters will discontinue the special inspection of these plants. This service was started during the war. Hereafter the Com'te will devote more of its time to town inspections.

THE ARGENTINE export tax per ton of grain published on p. 396 of the Journal of Aug. 25 has been increased as follows: Sacked wheat from \$6.27 to \$8.15; bulk wheat from \$5.65 to \$7.21; sacked corn from \$1.76 to \$1.91; bulk corn from \$1.59 to \$1.73; and barley from \$2.52 to \$2.88. These figures are based on the ton of 2,204 lbs.



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E. H. MORELAND, Secretary

INCORPORATED 1877 The Millers' Mutual Fire Insurance Association of Illinois

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HOME OFFICE: Alton, Illinois

SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

The GRAIN DEALERS JOURNAL.

WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary
Write for information
Regarding Short Term Grain Insurance

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Don't let down on Fire Prevention during the rush season. This is just the time of the year you need your elevator, and a little extra care may prevent it from burning.

Wire us when you want grain insurance. You will be satisfied with the "Grain Dealers Way."

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Western Manager
Omaha, Nebraska



C. A. McCOTTER

Secretary
Indianapolis, Indiana

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Machinery
Seeds

Do you want?

An Elevator
Machinery
Position
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Seeds
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OXFORD, MICH.

Mills and Elevators Are Full

At this season of the year the mills and elevators are well filled with grain, the food stuff of the nation. It is the duty of owners and managers to do everything in their power to prevent loss or damage by fire.



There is one precaution easily taken. That is the inspection service of the Hartford Experts are awaiting your call. They will assist you in your work and if fire comes you are assured of a prompt full settlement if you insure through the

Hartford Fire Insurance Company

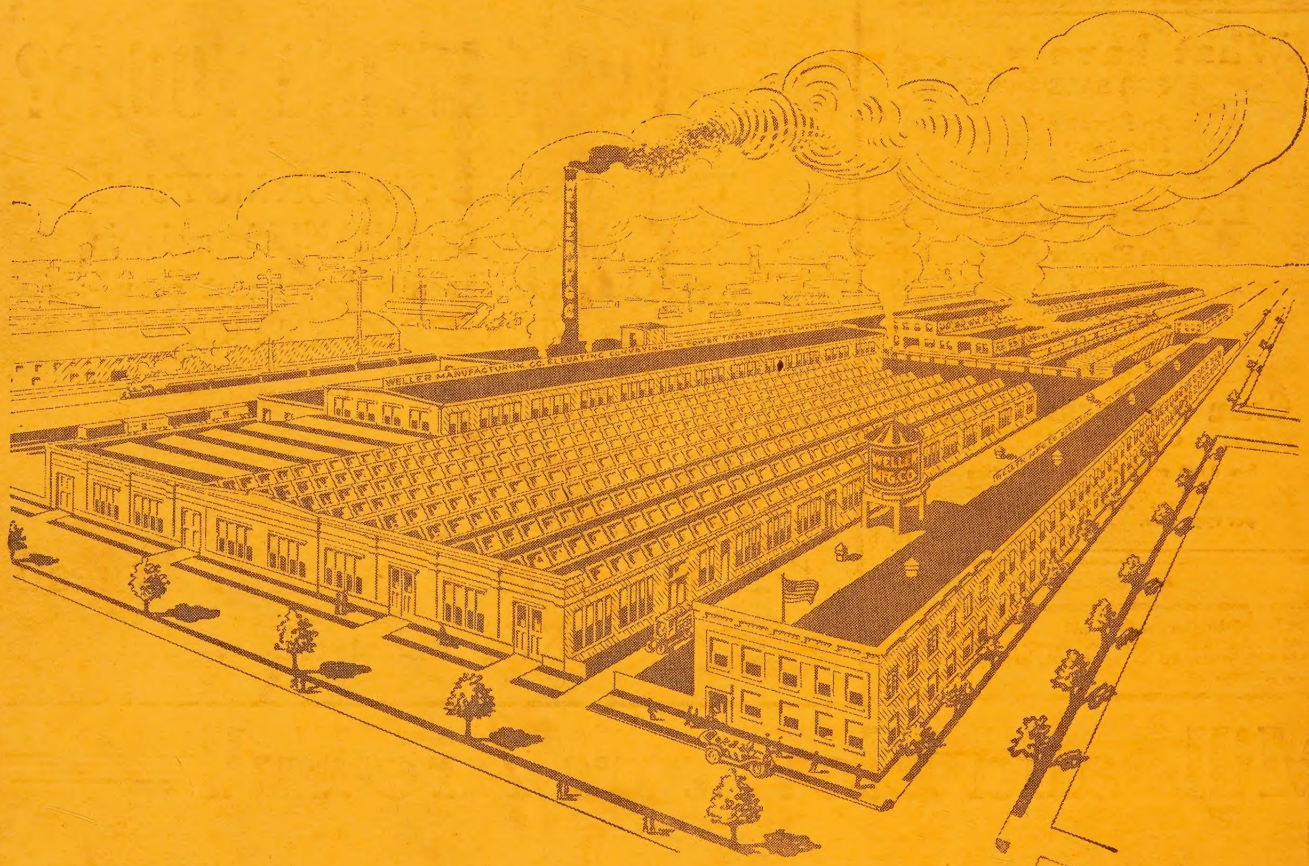
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